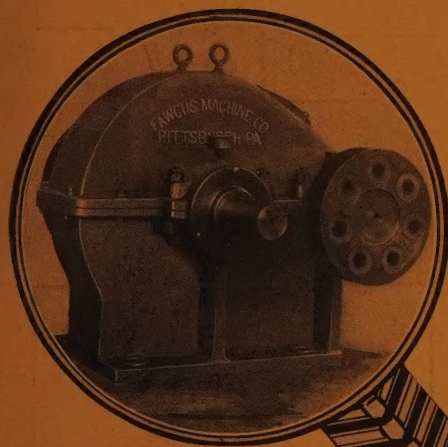


# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.



Fawcus Herringbone Gear Conveyor Drive

## FAWCUS Herringbone Gear Elevator and Conveyor Drives

Every progressive elevator builder wants to build a grain handling plant that will operate at a profit to its owner and a credit to himself.

This type of Drive saves considerable in maintenance and operating costs. Gears of the Herringbone type entirely enclosed in Dust Proof and Oil Tight cast iron cases are EFFICIENT, DURABLE, DEPENDABLE AND COMPACT.

FAWCUS Herringbone Gears are hobbled on Patented Machines from the solid blanks.

PROFITS in every elevator depend upon how economically grain is handled. Modern Drives as designed and manufactured by our company will help you handle grain at a real profit. Many years of actual work under all conditions have proved the efficiency and durability of our drives.

Let us tell you more about this efficient way of transmitting power.

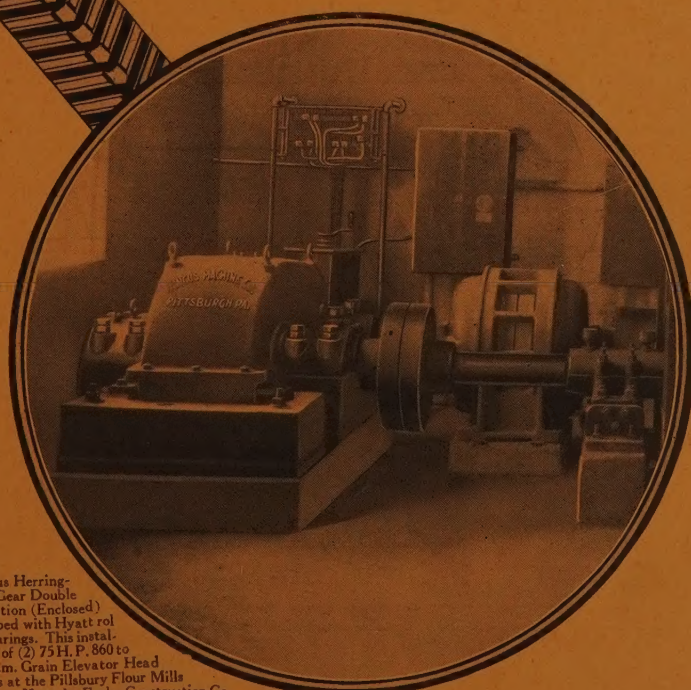
Send your drive problems and specifications today.

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Pittsburgh, Pa.

Representatives:

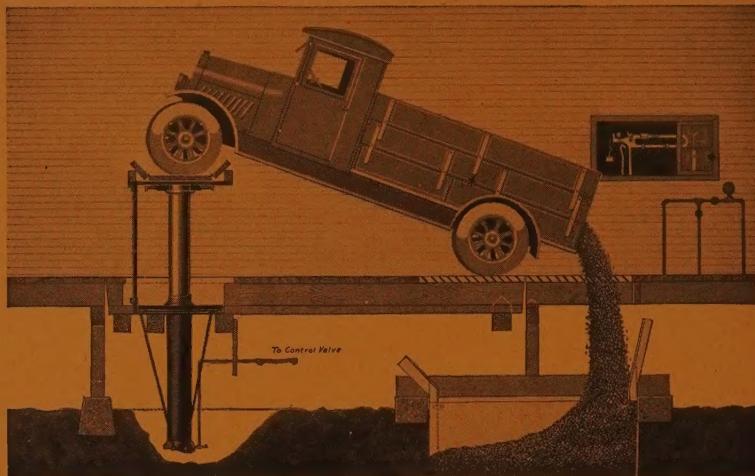
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Fawcus Herringbone Gear Double Reduction (Enclosed) equipped with Hyatt roller bearings. This installation of (2) 75 H. P. 860 to 30 r.p.m. Grain Elevator Head Drives at the Pillsbury Flour Mills Atchison, Kans., by Fegles Construction Co.





This strong,  
powerful dump  
saves trouble  
and expense

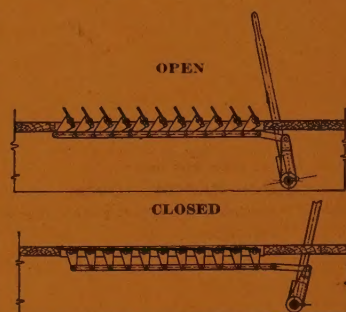


NOTICE the extra large size of the piston and cylinder of the Strong-Scott Dump. This feature gives it more power and strength, greater rigidity and does away with frame-work. Less friction. Instant control at all times.

## Strong-Scott Pneumatic Dump

Lowest installation cost. No expensive concrete foundation is required. It hangs directly from the scale or may be suspended from the driveway timbers. *The working parts come to you completely assembled, saving hours of work.* Air tank, compressor and piping for normal installation included. Write for full information.

### STRONG-SCOTT GRATE DOOR



Replace your old, heavy trap door with this strong steel grate. Easily operated, weather tight, keeps out mud and snow, holds the heaviest loads. Hundreds in use. Simple to install. Write for full information and prices.

## Increase Your Elevator Capacity with Superior D. P. Cups

Without changing your other equipment in any way you can greatly increase your elevator capacity. The Superior D. P. Cup holds more, can be placed closer on the belt than other cups and discharges perfectly. Large stocks carried in Minneapolis. *Write or Wire.*



*Everything for Every Mill and Elevator*

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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.  
Great West Mill & Elev. Co., millers, grain dlsr.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain and hay.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

#### Chambers of Commerce Members.

Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

#### Corn Exchange Members.

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Cargill Grain Co., grain merchants.  
McConnell Grain Corp., commission and brokerage.\*  
McKillop, Inc., J. G., consignments.\*

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#### Board of Trade Members.

Halliday Elevator Co., grain dealers.\*  
Lynch Grain Co., grain dealers.\*  
Thistlewood & Co., grain and hay.\*

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Wilder-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

#### Board of Trade Members.

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Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Hardware Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Ross, Eberhart & Harris, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.\*  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rothschild Co., D., receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Thomson-McKinnon, members leading exchanges.

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#### Grain & Hay Exchange Members.

Cleveland Grain & Mfg. Co., grain merchants.\*  
DeMolet Grain Co., receivers and shippers.\*  
Early & Daniel Co., grain, hay, feed.\*  
Schell Grain Co., receivers and shippers.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

#### Grain & Hay Exchange Members.

Bailey, E. L., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Sheets Elevator Co., The, grain, hay, straw.  
Shepard, Clark & Co., grain merchants.

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

\*Members Grain Dealers National Association.

### CROWLEY, LA.

Lyman, C. W., broker corn, oats, feeds, hay.

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENVER, COLO.

#### Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

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#### Board of Trade Members.

Lockwood, Lee, broker.

### DETROIT, MICH.

#### Board of Trade Members.

Caughey-Jossman Co., grain and field seeds.\*  
Lapham & Co., J. S., grain dealers.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*

### DULUTH, MINN.

#### Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### FORT DODGE, IOWA.

Christensen, George, grain broker.\*

### FORT WORTH, TEX.

#### Grain and Cotton Exchange Members.

Bewley Mills, flour milling.  
Burrus Mill & Elev. Co., flour milling.  
Dorsey Grain Co., merchants—commission consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Gladney Grain Co., consignments.  
Rosenbaum Grain Corp., J., grain merchants.\*  
Kimbrell Milling Co., millers and grain dealers.  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Morrow & Co., Jos., grain and cotton.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Service Grain & Comm. Co., bkrs. consgnmts., cash gr.  
Smith Bros. Grain Co., consgnmts.—merchants.\*  
Terminal Grain Co., grain, hay, millfeed.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Universal Mills, "Superior Feeds."

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### HOUSTON, TEX.

Rothschild Co., S., grain, c/s products, rice, b/p.\*

### HUTCHINSON, KANS.

#### Board of Trade Members.

Southwest Grain Co., consignments, country run grain.

### INDIANAPOLIS, IND.

#### Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Malbucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

#### Board of Trade Members.

Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Davis Grain Co., A. C., grain commission.  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Commission Co., consignments.  
Lichtig & Co., H., kafir, milo, screenings.\*  
Logan Bros. Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., grain merchants and exporters.  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Uptake Grain Corp., consignments.  
Vanderslice-Lynde Co., commission.\*  
Wilsen Grain Co., consignments.\*

### KNOXVILLE, TENN.

Lackey, Douglas W., mlg. grain, milo, alfalfa meal.

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

#### Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.  
Gordy Co., C. L., grain brok., hay, grain and mill feed.  
Wilson, John H., brokers—grain and mill feeds.

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#### Board of Trade Members.

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Brandeis & Son, A., receivers and shippers.  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

### MEMPHIS, TENN.

#### Merchants Exchange Members.

Browne, Walter M., broker and com. consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

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Kamm Co., P. C., grain shippers.\*  
Milwaukee Grain Co., grain, recvrs., grain and seed.

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#### Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Fraser-Smith Co., grain merchants.\*  
Hubenthal, C. G., gr. mchts., oil meal, chicken feed.  
Hiawatha Grain Co., screenings.\*  
Malmquist & Co., C. A., receivers and shippers.\*  
Marfield Grain Co., grain commission.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

### NEW YORK CITY.

#### Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. P., broker.

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## OKLAHOMA CITY, OKLA.

Grain Exchange Members.

Acme Milling Co., millers & grain dealers.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Okla. City Mill & Elevator Co., millers, gr. dealers.\*  
Mashburn-Mullin Grain Co., grain and feeds.  
Scannel Grain Co., E. M., grain and feed.  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.

## OMAHA, NEBR.

Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Uplike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

Cleveland Grain & Mfg. Co., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
McFadden & Co., O. C., grain commission.\*  
Miles, P. B. & Co., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Tyng Grain Company, receivers and shippers.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Hardman & Daker, grain, hay, millfeed.\*  
Harper Grain Co., corn a specialty.\*  
McCague, Ltd., E. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*  
Heald Grain Co., consignments exclusively.  
Kellogg-Huff Grain Co., grain merchants.\*  
Norton Grain Co., consignment specialist.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke Grain Co., buyers-sellers corn.\*  
Turner Grain Co., grain commission.\*

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

Board of Trade Members.

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King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

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Board of Trade Members.

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Blood Grain Co., I. D., receivers and shippers.  
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.  
Simonds-Shields-Lonsdale Co., receivers and shippers.  
Wichita Terminal Elevator Co., general grain and elevtr.\*

## WINCHESTER, IND.

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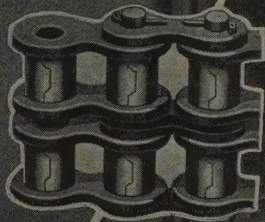


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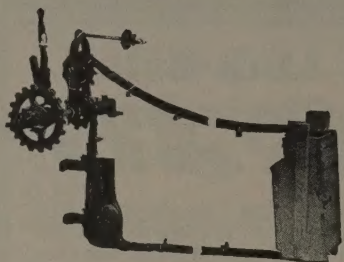
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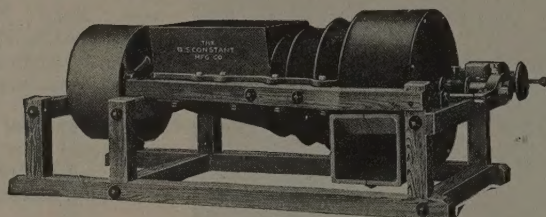


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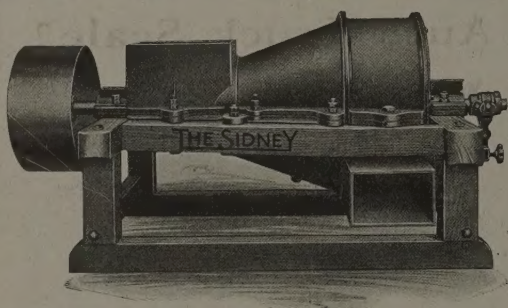
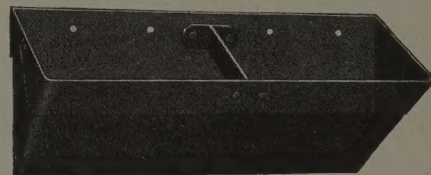
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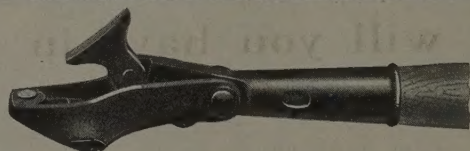
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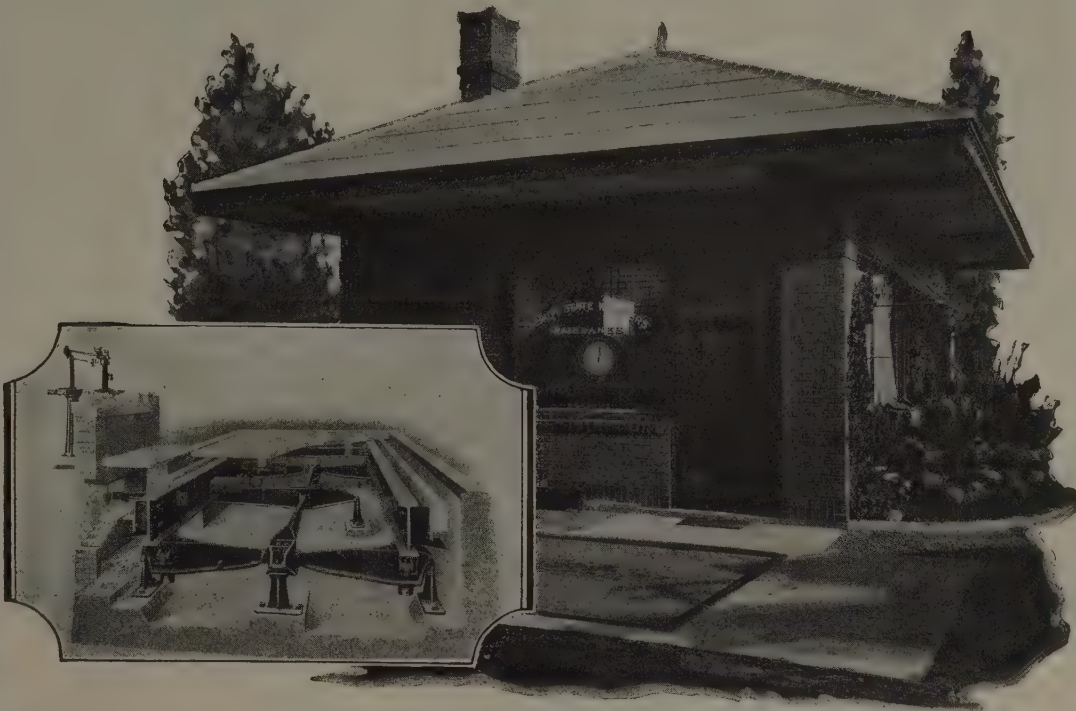
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**KENNEDY SYSTEM** of car liners prevents leakage in transit and are made for all cases of bad order cars, consisting of full Standard Liners, End Liners and Door Liners.

**WILL YOU NOT** give us an opportunity to submit full details of our system and the low cost for this protection? We are confident this would demonstrate to you the efficiency and money saving merits of our car liners.

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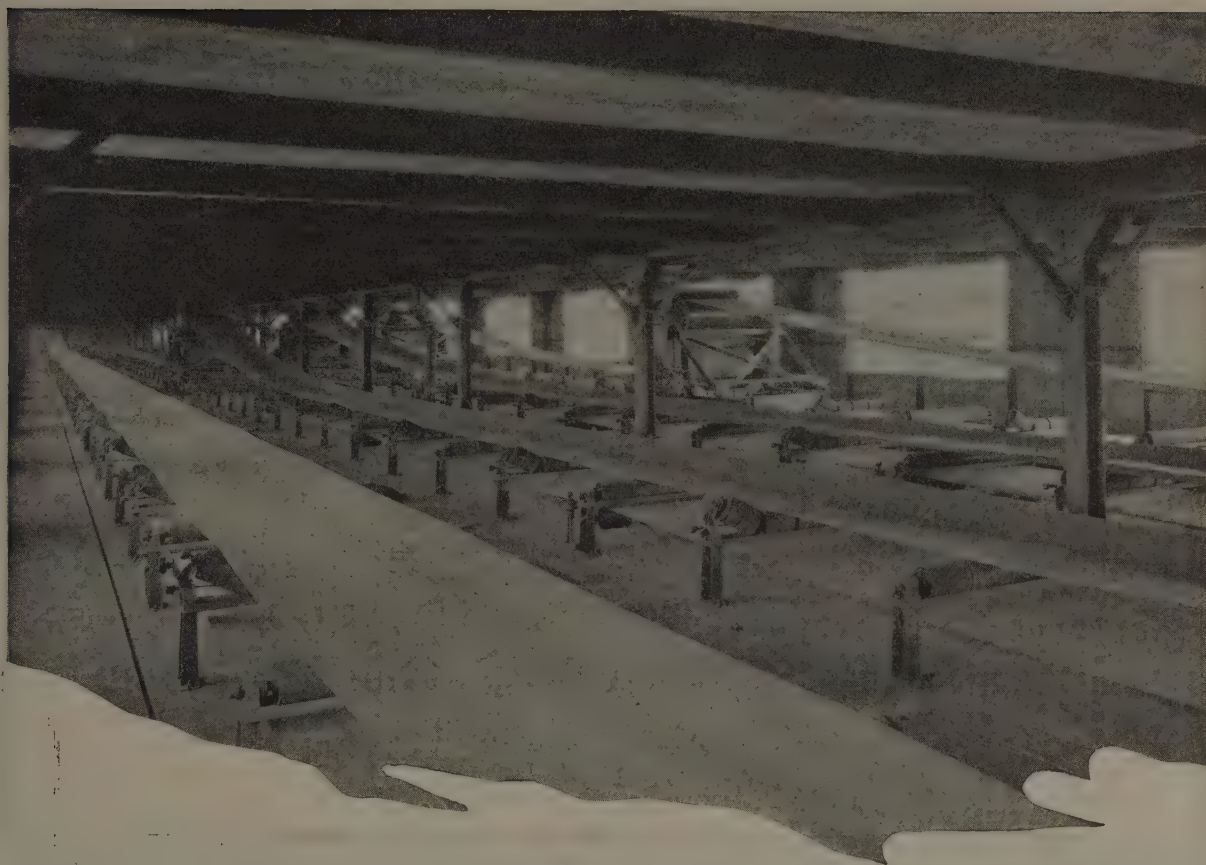
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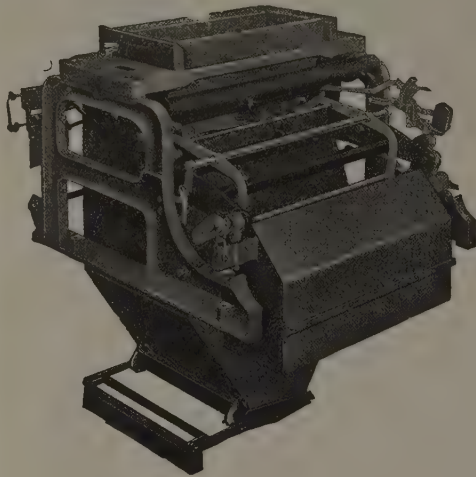
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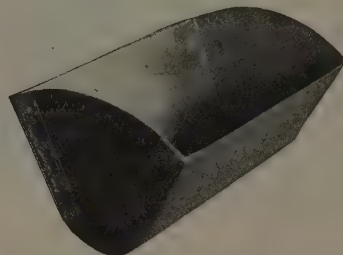
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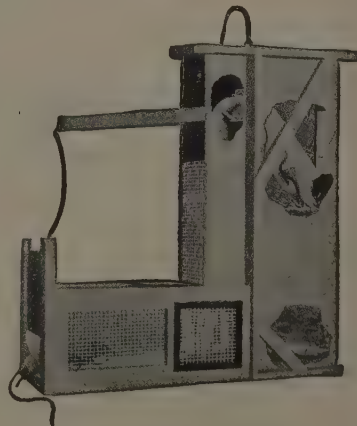
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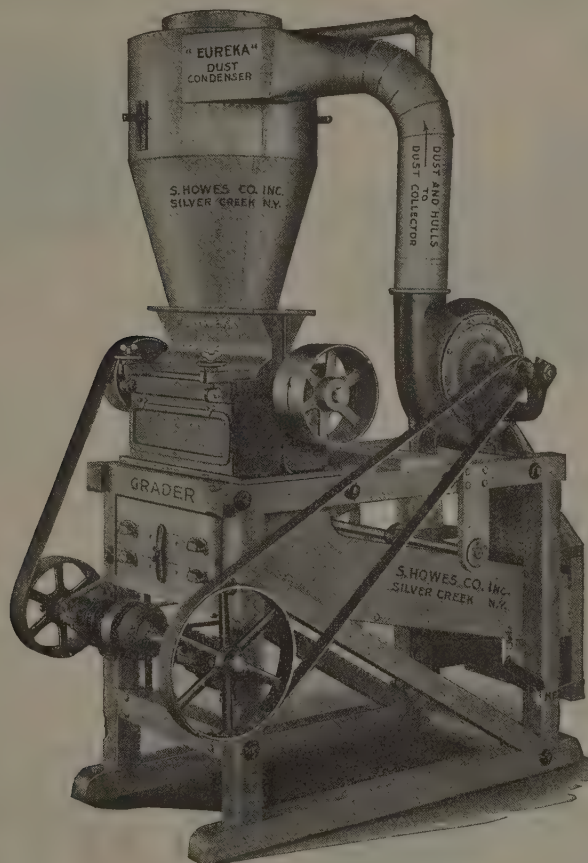
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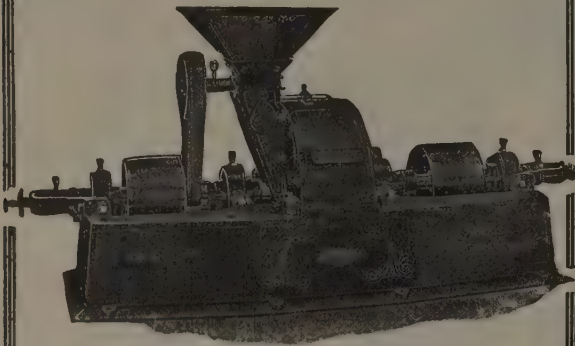


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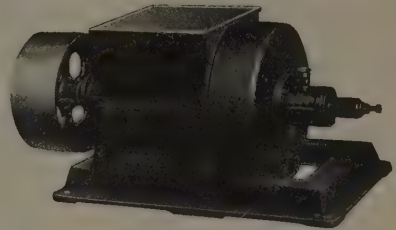
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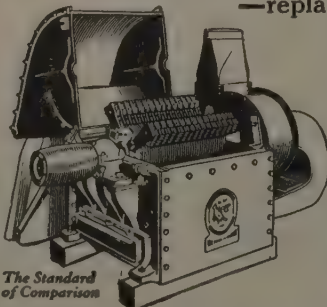
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**J. B. SEDBERRY  
INC.**

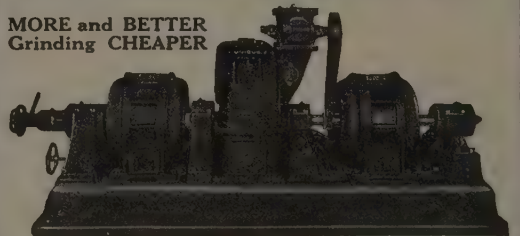
132 HICKORY ST.  
UTICA, N. Y.

Beware of imitations. All infringements will be vigorously prosecuted.

For Greatest Profit In  
Feed Grinding, Employ The

## UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER  
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

**ROBINSON MFG. CO.**

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—111 W. JACKSON BLVD.



## GRAIN ELEVATOR BUILDERS

### THE VALUE

#### OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.

Sioux City, Iowa

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders of  
MODERN MILLS,  
ELEVATORS and  
INDUSTRIAL PLANTS  
SPRINGFIELD, MO.

C. T. Stevens

C. E. Roop

C. B. Barutic

**Stevens Engineering & Construction Co., Incorporated**  
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS  
319 BUDER BUILDING ST. LOUIS, MISSOURI

### Weller Metal Pmts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.  
SHEET METAL WORK  
Grain Elevators a Specialty

### CRAMER BUILT

is the mark designating the best in Grain  
Elevator Construction at normal prices  
W. H. Cramer Construction Co.  
NORTH PLATTE, NEBR.  
Plans and Specifications Furnished

### A. F. ROBERTS ERECTS FURNISHES

ELEVATORS  
CORN MILLS  
WAREHOUSES  
PLANS  
ESTIMATES  
MACHINERY  
SABETHA KANSAS

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### ★ ★ The Star Engineering Company ★ ★

Specialists in  
Grain Elevator Construction

Our elevators stand every test.  
Appearance, Strength, Durability  
and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

### GEO. A. SAATHOFF

CONTRACTOR and  
ELEVATOR BUILDER

Mayer Hotel Peoria, Illinois

### J. E. STEVENS

53 Devonshire St. Boston, Mass.

Designer and Builder of

MODERN GRAIN ELEVATORS

## RELIANCE Construction Co.

Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

Want a Job?—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### HORNER & WYATT

Designers of  
Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

New Board of Trade, Kansas City, Mo.

### S. E. DYSON

Chandlerville, Ill.

Building and Repairing  
Grain Elevators

GRAIN and COAL ELEVATORS  
**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

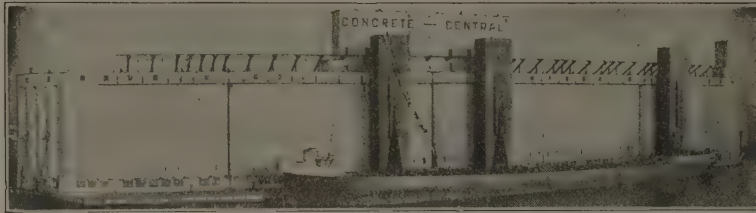
For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

**SOME GRAIN DEALERS** have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.



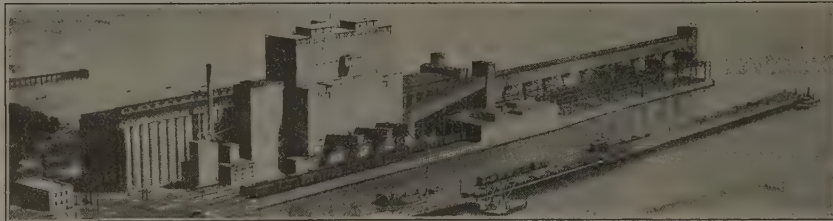
Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by  
**Monarch Engineering Company**  
Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

**Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World**

Designed and Constructed by  
**James Stewart and Company, Inc.**

W. R. Sinks, Mgr. Grain Elevator Dept.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World

1210 Fisher Bldg., Chicago, Ill.



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co., Limited.  
The Grain Growers' Grain Company, Limited.

**THE BARNETT-McQUEEN  
COMPANY, LIMITED**

Designers and Builders of GRAIN ELEVATORS  
Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.



**Missouri Pacific Railroad Co.**

2,500,000 Bu. Concrete Grain Elevator

St. Louis, Mo.

DESIGNED AND BUILT BY

**Folwell-Ahlskog Co.**

Engineers and Constructors

323 N. Michigan Ave. Chicago, Ill.





## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels

**John S. Metcalf Co.**

*Grain Elevator Engineers and Constructors*

108 S. La Salle St., Chicago

54 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.

## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

**The Philadelphia Grain Elevator Company**

Port Richmond

BY

**FEGLES CONSTRUCTION CO., Ltd.**

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



## Kimbell Milling Company Elevator Fort Worth, Texas

**Total capacity 800,000 bushels**

First unit including headhouse with 550,000 bus. storage completed 1924; second unit of 250,000 bus. storage completed early in 1925.

*Designed and Built by*

**Jones-Hettelsater Construction Co.**

*Grain Elevators—Flour and Feed Mills*

706 Mutual Bldg.

Kansas City, Mo.

# SULPHUR

Highest quality for bleaching grains. Guaranteed 99.5% pure and entirely free from arsenic. Quick shipment from mines or nearby stocks.

## TEXAS GULF SULPHUR COMPANY

GENERAL OFFICES:

41 E. 42nd St.  
New York  
N. Y.

MINES:

Gulf  
Matagorda County  
Texas

WESTERN REPRESENTATIVE:

F. W. Lewis  
7 So. Dearborn St  
Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**NORTHEAST KANSAS**—Good elevator for sale on Santa Fe R. R. Business good. Address 56E15, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—10,000 bu. elevator for sale; sidelines in connection. Wish to retire from the business. Address 56D26, Grain Dealers Journal, Chicago, Ill.

**FIVE MICHIGAN ELEVATORS** for sale, located at desirable points in the best farming country in Michigan. Address 56B3, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—4 elevators for sale in good grain producing territory; good profitable business. Priced right for quick sale. Address R. P. Miner & Co., Alexis, Illinois.

**WESTERN INDIANA**—A good ten dump elevator complete for sale. Good farming territory and nice small town to live in. Address 56A18, Grain Dealers Journal, Chicago, Ill.

**SEVERAL GRAIN ELEVATORS** for sale at small stations in Northern Illinois, also handling lumber, coal and other sidelines. Holcomb-Dutton Lumber Co., Sycamore, Ill.

**INDIANA ELEVATOR** for sale, well located in good city of 10,000, in heart of best farming district of Indiana. Good reason for selling and low price. Address 56E18, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—12,000 bu. elevator for sale, electrically equipped, truck dump, in best grain land in state. Fine competition; sidelines, flour, feed, coal; main line R. I. Must sell at once. Dirt cheap at \$7,000. Address 56C14, Grain Dealers Journal, Chicago, Ill.

**IOWA**—A splendid 12,000-bu. elevator for sale with private owned ground consisting of 6 large city lots, feed mill, sidelines. Only elevator and feed mill in town. Plenty corn, lots of feeding. Reasonable; good terms. Address 55Y17, Grain Dealers Journal, Chicago, Ill.

**SEVERAL** very desirable elevators and combination elevators and lumber yard plants for sale in Western Iowa and Eastern Nebraska, handling large volume grain, coal, lumber. Territories large. Fine business opportunities. Write 56C23, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**N. OHIO**—1 or 2 elevators in good farming belt with good sidelines; bargain. Write 56E4, Grain Dealers Journal, Chicago, Ill.

**TWO SOUTHERN KANSAS** Elevators for sale. Reasonable terms. For particulars address Box No. 278, Kiowa, Kansas.

**EASTERN NEBRASKA**—30,000 bu. elevator for sale on CB&Q in good town. Excellent territory and good competition. Priced right. Write 56B16, Grain Dealers Journal, Chicago, Ill.

**NORTHWEST IOWA** Elevator for sale; modern equipment. Station will handle one-half million bushels corn and oats. Two elevators; sidelines coal and feed. Address 56C7, Grain Dealers Journal, Chicago, Ill.

**BARGAIN** Grain Elevator with coal and feed trade in best Wis. territory; electric power; corn drying machinery; 125,000 bu. fireproof storage; transit rates to all markets; terms. Write 56B2, Grain Dealers Journal, Chicago, Ill.

**WESTERN IOWA**—35,000 bu. elevator for sale; located in large, good territory; one competitor; favorable rates. Sidelines seed, feed and coal. Corn crib 4,000 bu. Address 56D31, Grain Dealers Journal, Chicago, Ill.

**DESIRABLE SOUTHERN MINNESOTA AND NORTHERN IOWA** Elevators for sale, handling large volume. Territories large. Will sell plants on reasonable terms. Fine business opportunities. Address 56C22, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN INDIANA**—Elevator, grain and feed business for sale; county seat town of 12,000. Based on last year's profits, business can be paid for in two years. Fine location. Genuine bargain. Address 56B8, Grain Dealers Journal, Chicago, Illinois.

**NORTHERN ILLINOIS**—20,000 bu. cribbed ironclad elevator, in cream of grain growing Winnebago Co., 8 mi. from Rockford; residence and general store in connection. Active sidelines, coal, feed, livestock, etc.; excellent drawing range. L. N. Bowman, Winnebago, Ill.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

**NORTHERN MISSOURI**—30,000 bu. cribbed elevator for sale; 3 railroads; equipment—100 ton track scale, power shovel, car puller, cleaner and large capacity feed roll.

This elevator will be sold for less than one half the cost to build. Built 10 years ago and is in good condition. Address 56D17, Grain Dealers Journal, Chicago, Illinois.

**LINCOLN, NEBRASKA**—Terminal Elevator for sale; 90,000 bu. capacity; reinforced concrete throughout; low insurance; electric power; modern equipment—grain drier, cleaners, etc. Favorable trackage on all railroads. No incumbrance. Liberal terms of payment. An ideal terminal elevator, so completely equipped one man can operate ordinarily. Formerly property of Ewart Grain Co. For details address Mrs. J. S. Ewart, 2727 "P" St., Lincoln, Nebr.

## ELEVATORS FOR SALE.

**IOWA** Grain Elevator for sale, metal siding, electric power, fine office and feed house, Globe Dump. O main line R. I. Ry. Address 56D10, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—Two cribbed elevators in the heart of the Corn Belt; showing good business. If you want something good write quick to 56C15, Grain Dealers Journal, Chicago, Ill.

**SOUTH DAKOTA** Elevator for sale, electrically equipped, first class condition, ample territory in good grain belt. A real bargain. Address F. A. Kohlhoff, Stratford, S. D.

**FRAME ELEVATOR** for sale, 10,000 bushel capacity. Good location, only elevator in town. Good coal bins and ear cribs included. Write John Randall, Haddam, Kansas.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

**CENTRAL WESTERN ILLINOIS**—27,000 bu. grain elevator on Wabash R. R.; large warehouse with basement and office; cement construction; good coal bins. Cost over \$26,000 when built, will sell at a bargain if taken soon. Write 56D5, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN**—In order to settle partnership will sell central Mich. elevator, located in heart of bean district. Electrically equipped and in good condition. Handles feed, coal, cement, fertilizer, posts, fencing, etc., as sidelines. No competition. Address 56C21, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED.

**I WANT TO BUY** an elevator in the corn belt. Address A. W. Froning, Aurelia, Iowa.

**WANT TO LEASE** grain elevator in Indiana with option of buying. Address 56E8, Grain Dealers Journal, Chicago, Ill.

**WANT TO BUY** an elevator and coal business in the corn belt of Iowa for cash. Address 56C5, Grain Dealers Journal, Chicago, Ill.

## FINE FARM FOR ELEVATOR

Will exchange a fine Iowa \$18,000 equity for an Illinois or Iowa Elevator. Address 56B19, Grain Dealers Journal, Chicago, Ill.

**WANT TO TRADE** a 220 acre farm in Preble Co. Ohio for a good elevator; must be at a good location, doing a good business, Indiana or Ohio preferred. Address 56C6, Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

**OHIO** Elevator wanted. Must be good location, good condition and reasonable. State kind and amount grain handled, also sidelines. Give full particulars, best price and terms. Write 56E13, Grain Dealers Journal, Chicago, Ill.

## Chicago District

Small terminal transfer elevators for sale; fully equipped with cleaners, clippers and sulphuring machinery; first class condition, now operating. Storage capacity 125,000 bushels; handling capacity 25 cars daily. Going concern with established business that will go with elevators. Address 56B12, Grain Dealers Journal, Chicago, Ill.



## ELEVATORS FOR SALE OR TRADE

**WILL TRADE** for improved or raw land, an 8,000 bu. elevator, practically new, in N. W. Missouri. Good grain growing territory. Give description of land first letter. Write 56D22, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR FOR SALE OR RENT.

**FOR SALE OR RENT**—One 10,000 bu. grain elevator at Hallville, Kansas, on the M. P. R. R. One 20,000 bu. grain elevator at Assaria, Kansas, on the U. P. R. R. These elevators are in A1 condition, in the best part of Kansas. Farmers Mill & Elevator Co., Assaria, Kansas.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## FEED MILL FOR SALE.

**FEED MILL** in western New York state for sale. Modern brick buildings, first class machinery with individual motors, low power rates; mill capacity 160 tons daily, storage capacity 30 cars bulk grain and 15 cars sack feed; railroad siding, milling in transit privileges. Handling feeds, flours, poultry supplies, etc., to large trade in western New York, eastern Penna. and New Jersey. Average gross business over 12 years about \$900,000 annually. Available with or without city retail store. An excellent going business, priced conservatively, with reasonable terms. Osgood & Ripley, Box 504, Jamestown, N. Y.

## MILLS AND ELEVATORS FOR SALE.

**INDIANA Flour Mill and Elevator** for sale in a good location, 10 miles east of Indianapolis; 100 lb. capacity hammer mill feed grinder; good coal business in connection; 1 acre of ground. Good business. For information call on Wm. Kleine, Cumberland, Indiana.

## MILLS FOR SALE.

**WEST MISSISSIPPI Flour Mill** for sale, "Midget" 50 bbl. capacity, in first class condition, fully equipped for electric power. Reason for selling, other business in our regular line requires our time. Bargain. Address Gilmer Grocery Co., 818 Ky. St., Memphis, Tenn.

**FOR SALE**—In Western Ohio, a 50-barrel flour mill, self contained, with an additional Buckley and Reel, also a McFeeley Disintegrator. Fully equipped with 4 tempering bins, first class cleaner and scourer. Substantial bldg. used for feed grinding in which is installed up-to-date feed grinder, ear corn crusher and a French Burr Mill for grinding table meal or whole wheat flour. Plant is driven by 2 electric motors, a 20 and 35 H. P. Mill is now running with a growing and well pleased trade. Town of 800 in splendid and prosperous farming community. Will sell for \$7,500. Address 56D6, Grain Dealers Journal, Chicago, Ill.

## LUMBER FOR SALE

**FOR SALE TO THE HIGHEST BIDDER**, 40,000-bu. elevator containing 169,000 feet lumber, elevator to be torn down. Address The Farmers Co-op. Co., Boswell, Ind.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—500-barrel oat meal mill, 40 tons per hour feed making plant, and grain elevator. Address C. Eldering, Morris, Ill.

**FEED WAREHOUSE** for sale situated on N. Y. C., Buffalo, 1200 ft. track, 15,000 sq. ft. floor space. Milling in transit privilege. Write 56B17, Grain Dealers Journal, Chicago, Ill.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS elevator company** running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**FOR SALE OR LEASE**: Up to date Molasses & Dry Mixed Feed Plant, 20,000 bu. storage, all new bldgs. and machinery. Big Dairy and Poultry business, both local and car lots. Write care of Box 236, Weatherford, Texas.

**HIGHLY PROFITABLE** grain business for sale in large Kansas town. I can prove this business will make you money even during dull times—something unusual. Will take only a small amount of cash to handle. Address 56E10, Grain Dealers Journal, Chicago, Ill.

## SITUATION WANTED

**WANTED** position as elevator manager; have had 3 years' experience; best of references. Address B. J. Hedum, Box 6, Soldier, Iowa.

**FIRST CLASS** grain man wants joint account or position with good Farmers Elevator; best of references. R. E. Terry, Falun, Kansas.

**WANTED**—Position as manager of elevator; 20 years' experience; prefer Iowa. Address 56D18, Grain Dealers Journal, Chicago, Ill.

**WANTED** position as manager or solicitor; 15 years' experience; good bookkeeper; best of references. Prefer Ind. or Ill. Address 56E14, Grain Dealers Journal, Chicago, Ill.

**MANAGER** with 15 years' experience desires position with country elevator. Understand sidelines, books; best of references. Address 56D27, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as elevator foreman or buyer; 8 years with country and terminal stations; understand buying, mixing, blending; reference; prefer Kansas; age 28. Address 56E12, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of Farmers or other elevator co., 20 yrs.' exp. grain, coal, sack feed, live stock. Reference by leading grain co. of St. Louis or any other desired. Must get position by April 1. Prefer Missouri. Write 56B11, Grain Dealers Journal, Chicago, Ill.

**SUCCESSFUL** Farmers' Elevator manager with 14 years' experience desires position with good company. Good accountant, experienced in sidelines and all around grain man. Can handle big business. Am not afraid of work. Illinois or Indiana preferred. Address 56E19, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted by married man 27 years of age, 8 years' experience in grain, feeds, seeds, coal; thoroughly acquainted with the business, have been active in management; 4 year high school and 2 years' college education; bookkeeper; typist; experienced in transit privilege; references. Prefer Ohio. Address 56D4, Grain Dealers Journal, Chicago, Ill.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4 1/2 x 7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## SCALES FOR SALE.

**HOWE 5-ton platform scale** for sale with computing beam, good condition. Priced right. Webster Equity Elevator, Webster, S. D.

**HOPPER SCALES: One insertion sold mine.** I made money and saved the purchaser money, so we are both happy—thanks to the Journal.—E. H.

**RICHARDSON Automatic Scales, 4 to 8 bu.** capacity, for sale; fine condition. Also R. H. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES WANTED.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

## ENGINES FOR SALE.

**20 H. P. STOVER Oil Engine** for sale in good condition, slightly used. Address Emma Co-operative Elevator Co., Emma, Mo.

**FOR SALE**—One 15 H. P. Fairbanks-Morse gasoline engine. Slightly used. Price \$150. G. & D. Manufacturing Co., Streator, Ill.

**GAS ENGINE**—30 h. p. Stover, excellent condition. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## MACHINES WANTED.

**WANTED**—Used Eureka Seed Mixer. Write Hart & Vick, 55 Stone St., Rochester, N. Y.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## MOTORS FOR SALE.

**WESTERN Electric Motor, 20 HP.**, and starting box switch, in excellent condition. Priced very reasonable for quick sale. Write Willey Farmers' Grain Co., Taylorville, Ill.

**FOR SALE**—One General Electric Motor, 1700 rpm., 7 1/2 hp., used about a year. Also one Westinghouse Motor, 1150 rpm., 7 1/2 hp., used less than a year. Rheostats included; first class condition. Price \$75 each for quick sale. Webster Equity Elevator, Webster, S. D.

## HESS DRIER FOR SALE

No. 8, in good condition, now knocked down and ready for immediate shipment. Can be installed and operated in two separate sections as number sixes and will be sold that way if need be. Address

**DONAHUE STRATTON CO.**  
Milwaukee, Wis.

## Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.





## MACHINES FOR SALE.

**FOR SALE**—A Fairbanks 16-in. stone burr mill in excellent condition. Address Cheyenne Wells Elevator Co., Cheyenne Wells, Colo.

**FOR SALE**—Barnard and Leas Grain Cleaner, 600 bushels. Good as new. First reasonable offer takes it. Wm. Burk & Son, Hallam, Nebr.

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

## ALL-STEEL MANLIFT.

Satisfaction Guaranteed.

Enterprise Utility Manufacturing Co.,  
742 Webster Bldg. Chicago, Ill.

**FOR SALE**—One Barnard & Leas Cleaner. Also one Link-Belt silent chain drive, capable of transmitting 50 H. P. Also one 10 ton Fairbanks Truck Scale. Address W. H. Cramer Construction Co., North Platte, Nebr.

**FOR SALE**—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. I double stand 9x30 B. & L. Moline roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

## ELEVATOR MACHINERY FOR SALE

Complete: consisting of one 25-hp. motor, sheller, cleaner, drag chains, shafting, belting, pulleys, Unique Attrition Grinder, 1 three-roll meal mill and bolter, 1 No. 132 clover seed cleaner, 1 loading out scale. Will sell cheap. Reveal & Patterson, Lebanon, Ind.

## REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

W. R. Leathers, Mgr.

9 S. Clinton St. Chicago, Ill.

**BELT DRIVEN**, ball bearing attrition mills: 1 14" Diamond Huller, 1 16" Robinson, 1 20" Monarch, 1 24" Robinson.

**Motor Driven Attrition Mills**: 1 24" single head Bauer Bros.

**Plain Bearing Mills**: 1 18" Halsted, 1 18" and 20" Dreadnaught.

1 3 pr. high feed roll 7x18, 1 9x30 and 1 7x14 Corn shellers new and used, 1 corn drier, 1 corn meal bolter, 1 corn meal cracker, 1 corn grader, 1 corn scourer, cyclone dust collectors, all sizes, 1 1000 lb. batch mixer, 1 25 H. P. type Y oil engine. Wheat receiving separators of all makes and sizes, wheat cleaners, clutches, elevators, elevator cups large and small. Write us your wants.

A. D. HUGHES CO., Wayland, Mich.

**MACHINERY** in elevator formerly operated by Farmers' Co. for sale. Includes manlift, one stand elevators 6x14 cup, one stand elevators 7x15 cup, A-1 Western sheller, a lot of good ring roller Dodge Bearings, conveyors, clutches, drag, hopper scale, belting, rope drive, turn heads, a lot of extra heavy steel spouting, loading spout, etc. One style "B" Monitor No. 6 combined corn and grain cleaner with disc oiling eccentrics. One 25 hp. G-E Motor, 3-phase, 60 cycle, 220 volt, alternating current, 1150 speed. Will sell machinery as a whole or will sell building and machinery as they stand, same to be torn down. We have a real bargain for anyone within 200 miles who is going to build an elevator.

F. J. WOODS & SONS, London, Ohio.

## MACHINES FOR SALE

**FOR SALE**—A 25-bbl. "Midget" also five other machines, first class condition. Make us an offer. Hazen Grain Co., Hazen, N. D.

**FOR SALE**—Letz Grinder No. 40, good condition. Also 15-20 H. P. Chandler and Taylor automatic steam engine, practically new. Address W. C. Smock & Co., Burrows, Ind.

## ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

**FOR SALE CHEAP**—One Gruendler No. 1 grinder and pulverizer, also pulleys, hangers and shafting. Write for prices. Jos. J. Jurszkowski, Box 284, Farmington, Michigan.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One 16" corn meal or grist mill, Sheppard make. Original cost at factory \$77.00, will sell for \$35.00. Also one 5 H. P. Jumbo Kerosene Engine manufactured by Nelson Brothers. Original cost at factory \$83.50, will sell for \$40. Also one slightly used vertical gasoline engine, 2 H. P. Original cost \$90.00, will sell for \$25.00. Howe Scale Company, 512 St. Charles St., St. Louis, Mo.

## PUBLIC DRYING.

**DRYING GRAIN OR BEANS** promptly and efficiently done. We enjoy transit privilege. Noyes Hay Company, Jackson, Michigan.

## FLOUR FOR SALE.

**MIXED CARS OF FLOUR AND MILL FEEDS** in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oat chop. Ohio Farm feed, shelled corn and stand ard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. ANSTED & BURKE CO., Springfield, Ohio.



**If You Need HAY**  
write us for delivered prices



## MONARCH GRAIN HANDLING EQUIPMENT

When you come to specify the sheet metal elevators, bins, hoppers, belt conveyors and other equipment you will need to equip your elevator for receiving and shipping grain most economically, you will find the **Sprout, Waldron catalog** a very valuable assistant. We will be glad to send you a copy and will cheerfully submit any quotations you desire without any obligation on your part. We are confident we can supply your requirements with a substantial saving to you. Ask for catalog G-123.

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THE MONARCH MILL BUILDERS



## SEEDS FOR SALE—WANTED

### Directory

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**BALTIMORE, MD.**  
Wm. G. Scarlett & Co., wholesale and merchants.

**CINCINNATI, OHIO.**  
McCullough's Sons, The J. M., field and garden seeds.

**COBURG, IOWA.**  
McGreer Bros., whise. seed corn our specialty.

**CONCORDIA, KANS.**  
Bowman Seed Co., field seeds.

**COUNCIL BLUFFS, IOWA.**  
Council Bluffs Seed Co., seed corn, nothing else.

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Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

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Wolf Seed Co., wholesale field seeds.  
Kraus & Apfelbaum, field seed dealers.

**INDIANAPOLIS, IND.**  
Indiana Seed Co., field seeds.

**KANSAS CITY, MO.**  
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**LOUISVILLE, KY.**  
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**MILWAUKEE, WIS.**  
Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.

**MINNEAPOLIS, MINN.**  
Minneapolis Seed Co., field seed merchants.  
Northrup King & Co., field seeds.

**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

#### SEEDS FOR SALE.

**COW PEAS** for sale, carlots and less. Write for prices. R. F. Bastien, Vergennes, Ill.

**FOR SALE**—A few cars 1924 corn for seed that will give satisfaction. Anticipate your needs early. Louis W. Sage, Julian, Nebr.

**FOR SALE**—Hog, Siberian, Early Fortune and Common Millet. Sudan. Can furnish in straight or mixed cars. Address Reimer Smith Grain Co., Holyoke, Colo.

**MONTANA** Hardy Alfalfa Seed grown from plants that withstood 40° below zero. For samples and prices—bag or carlot—write State Nursery & Seed Co., Helena, Montana.

**FANCY** heavy weight victory oats, sixty-five cents a bushel. Write for carload lot prices. You can beat the professional agitators to a frazzle if you induce your farmers to sow these oats. Metamora Elevator Co., Metamora, O.

#### SEED OATS WANTED

**WE WANT TO BUY** 2,000 bushels of late kherson seed oats. Submit sample and price. Gretna Roller Mills, Gretna, Nebraska.

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Strictly No. 1 Quality  
The J. M. McCullough's Sons Co.  
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RED TOP AND ORCHARD GRASS  
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Our AA Brands stand the test.  
Ask the dealers who buy them.

Dealers in the

Clover, Alfalfa and Timothy

Seed Districts, mail us your samples. We are always in the market. Let's get going with one another.

## Modern Methods

## GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars.

Name of Firm \_\_\_\_\_

Capacity of Elevator \_\_\_\_\_

\_\_\_\_\_ bushels

Post Office \_\_\_\_\_

State \_\_\_\_\_



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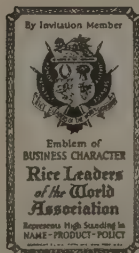
Columbian Transmission Rope is giving excellent service in the Kansas Central Elevator at Leavenworth, Kansas.

The Rope on the drive in the left foreground was installed in 1912. It has given perfect service and looks good for several years more.

The center Rope was installed in 1920. This is a long drive, rising 107 feet to the cupola of the elevator. The Columbian Transmission Rope shows practically no wear.

The Rope in the background was installed in 1920 and runs to the line shaft. All three pulleys run 72 R. P. M., 8 hours per day.

Such constantly dependable service is typical of Columbian *Tape Marked* Pure Manila Transmission Rope. Specify Columbian when you order your next Transmission Rope, or if you are contemplating a new Rope drive, our Service Department will be pleased to offer any assistance you may wish. The Columbian book of Rope Transmission is also yours for the asking.



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Branches: New York Chicago Boston New Orleans





## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

### CHICAGO, MARCH 10, 1926

A WATERPROOF boot pit is never so thoroughly appreciated by an elevator operator as when he walks into his neighbor's house and finds him dirtily occupied in bailing muddy water out of his open pit.

WHO will be the first brave soul to come forward with a bill for the relief of the misguided speculators who have invested real money in Florida land? Congress will listen attentively to any active lobbyist with a loud voice.

COUNTRY ELEVATOR men who have kept their driers working night and day since the last crop of corn started to move, have realized more profit from its operation than any machine they ever installed. Those who failed to take advantage of the opportunity have much to regret.

CORN BUYERS generally will profit by a careful study of the plan of determining the value of corn which has been adopted by the buyers of Southern Minnesota. It is explained in detail by Mr. LaDue on page 286 of this number. The opinions of other corn buyers on this plan will be appreciated. Let us hear from you.

NOW THAT the government's annual report of stocks in farmers' hands is out, the experts will cease quibbling over whether or not the U. S. wheat market has reached a domestic basis. If the price went up to \$2.00 a bushel, the stocks of wheat which would come out of hiding would amaze even the statisticians.

UNTIL the grain samplers of terminal markets succeed in drawing samples that represent the fair average quality of the car's contents the licensed inspectors have little chance to classify grain correctly or satisfactorily.

WASHINGTON'S ban on shipment of alfalfa hay into that state has been nullified by the U. S. Supreme Court so it seems likely that all attempts of state governments at the regulation of interstate commerce are likely to fall flat.

THE EUROPEAN corn borer is spreading so fast in new territory west of the Lake Erie district, that additional embargoes against shipment across state lines may be expected at any time, so corn dealers who store large stocks need to exercise caution.

FARMERS who are anxious to speculate on the market would profit by selling their grain after they haul it to market and then buy a future option which is deliverable and salable any business day of the year on the terminal market.

IOWA PRODUCES so many yellow oats the croakers, who are complaining about their inability to market the corn surplus at a profit, would help the farmer far more if they would get busy and induce him to grow choice heavy white oats which would always command a premium in any market.

IOWA farmers' cost of production at \$1.42 for corn and \$2.49 for wheat per bushel stamp them as inefficient producers. In no industry will the consumers of the world pay more than a price that will net a profit to the efficient producers. Any price-fixing scheme would swell the acreage of the efficient grain growers and fail to help the lazy and inefficient.

HOLDING CARS at outlying sampling points for diversion is a practice that has attained a wonderful growth in the Northwest with the result that box cars of many of the railroads are being used extensively for holding grain rather than for transporting it. This of course works to the advantage of the railroad company and its patrons who are in need of cars for shipping grain. So long as the practice was in its infancy, no complaints were made by either the carrier or others interested in obtaining box cars whenever wanted, but now so many shippers are holding cars at diverting points, that it is working a hardship on many other shippers, so that the abuse of the practice must soon bring about its discontinuance.

NOTWITHSTANDING the active campaign conducted by many agencies throughout the spring wheat territory, many farmers are said to be preparing to plant seed which has not been treated for smut. Elevator operators of the Northwest are duty bound not only to make every effort to induce farmers to clean their seed wheat thoroughly, but to treat it with copper carbonate so as to prevent the propagation of smut. The losses on last year's crop as a result of smut were enormous and the pity of it all is that with a little extra effort to prepare his seed properly, the farmer would have increased his cash returns at least 25%. That of itself should effect a reform.

AN ELEVATOR operator at Moore, Mont., is said to have permitted a tub of hot ashes to stand in the office while he busied himself with duties in the elevator. Luckily the fire was discovered before the elevator was destroyed. It is seldom profitable to take chances with fire.

CINCINNATI'S Grain & Hay Exchange has employed an expert scale mechanic to conduct frequent tests of all scales used in weighing grain in and out of that market. He is also charged with making minor repairs where owners desire it, but his principal work for the Exchange will be to establish and maintain the market's record for accurate weights. Not only will he test scales, but where they are not properly put in condition to give accurate weights, he is charged with condemning them. This action of the Exchange will help to gain the confidence of outside dealers in Cincinnati weights.

MIXED GRAINS of any kind generally command a liberal discount without appealing to anybody. Millers have long denounced mixed wheats, yet farmers persist in continuing to plant mixed varieties and obtain indifferent results. If wheat buyers generally would discount the mixed wheats more liberally farmers would give more serious consideration to the production of pure varieties of better quality. The losses suffered by grain growers as the direct result of sloppy farming methods should provide a permanent stimulus to better farming, but with many farmers it must be supplemented by persistent urging on the part of buyers.

NORTH DAKOTA'S venture into the mill and elevator business netted a loss last year of \$188,000, and its other ventures into industrial lines did not relieve the drain on the state treasury, so the 'Independent Voters' Ass'n at its last recent convention pledged itself to "discontinue the operation of the State Mill and Elevator at Grand Forks as soon as feasible." It seems to be another case of the suffering taxpayer being drawn to the poor house while grasping the bear's tail. The state politicians are afraid to let go. Every state venture into socialism has proved disastrous, and the sooner all such ventures are abandoned, even though the loss be total, the sooner will the drain on the state treasury be stopped.

ELECTRIC POWER has proved of so much more convenience for elevator operation than the old time horse power no elevator owner now denies himself this luxury if current is obtainable. While new power lines are being established in many states, it is of interest to note the increase in North Dakota reported by its Railroad Commissioner in our "Supply Trade" column this number. Last year 340 miles of power transmission lines were constructed, reaching 45 towns, and already 335 miles of new line has been planned for this year which will reach 27 towns and 82 elevators. With this convenient power obtainable, greater convenience, greater expedition in handling, and reduced power costs will be scored by the progressive elevators in taking advantage of their opportunity.



HOLDING CORN in country elevators not equipped with a modern drier is accompanied with unusual hazards this spring, and those who indulge in the practice are very likely to suffer heavy discounts by reason of hot corn.

OPINIONS EXPRESSED by different farm leaders at each of the recent meetings of elevator operators gives proof to the growing conviction that farmers generally are abandoning the hope of obtaining any relief from low prices by Congressional action.

LOW DRIVEWAYS which force drivers to duck and leave their horses to pick their own course not only threatens the safety of pedestrians in driveway, but often wreck apparatus and equipment which they encounter. Operators of houses handicapped by low driveways could hardly blame the farmer for damage done by his horses as the direct result of his being put out of commission by low beams. Another foot of head room in many of the old time houses would have prevented frequent bumps and a world of profanity.

UNLESS FARMERS reduce their oat acreage the oat growers will be the next band of unfortunates appealing to the Federal Government for artificial means to dispose of their surplus. Each year's statistics show a further reduction in horse drawn vehicles of all kinds, yet the farmers persist in continuing the production of a large crop and sad to relate, much of the crop is of inferior quality. If elevator operators would install oat hullers they could easily improve the feeding quality of oats to the great advantage of the farmers and to their own profit.

GRAIN ELEVATOR operators owe it to themselves to recognize the fact that the higher range of prices ruling for grain helps to establish their claim to a wider margin of profit for marketing the grain, because the amount invested in each bushel is larger, hence the amount of capital required to conduct the business is larger and the hazard due to change in market prices is greater. A slight deterioration in the quality of grain or a small loss due to leakage of high priced grain is sure to wipe out the average profit not only justify wider margins, but they make wider margins necessary to the grain shipper who desires to stay in business.

BUYING WHEAT on the basis of protein content is anything but popular with the elevator operators of North Dakota who are disgusted with the wide variation in the percentage of protein reported by the different protein testing laboratories. The percentage of this element varies so widely under the tests of different experts that the country dealer can not expect to make his own tests and get any where near the result which will be reported from the city laboratories. How long this indefinite, variable, uncertain element will be the controlling factor in determining the value of wheat at terminal markets depends on the tolerance of the shippers. The percentage of protein is so difficult to determine country buyers are foolish to attempt it, and some basis should be arrived at whereby each buyer can determine with definiteness the value of the grain he buys and ships.

GRANTING FREE STORAGE never made money for any country elevator operator over a period of years, but the practice has made a world of grief for many elevator operators who needed the space for the handling of their own grain.

CLEANING GRAIN was discussed quite thoroughly at the recent meeting of grain dealers in Grand Forks with the result that the majority seemed convinced that the removal of weed seeds and other foreign matter and the shipment of clean grain to market is the only economical way to conduct a country elevator.

GUARANTEEING 90% germination for seed corn which will not test out over 70% is causing a lot of friction between sellers and buyers and rightly so. Such a wide variation is too great to accept without a heavy discount. Seed of 90% germination will insure a waste of at least 10% of the acreage planted, and that is too much.

THE MISUSE of water by thoughtless firemen on the smouldering ruins of the Trans-Mississippi elevator at Council Bluffs is said to have caused much more damage to the grain than was caused by the fire. This wood elevator burned on Friday night when it contained approximately 400,000 bus. of corn and 200,000 bus. of oats, and the Saturday following, much of the wood structure had been burned because the firemen could not get a sufficient water pressure to throw water very far from the nozzle. The embers were still burning in many places and instead of pulling out the wood and shoveling out the burning grain, the firemen simply flooded the mountain of grain, soaked it down, and reduced the value of the salvage fully one-half. In the absence of the fool killer grain owners should have the right to bar firemen with water from their property because they invariably do far more damage than fire where large quantities of grain are stored in wooden structures. If dealers will only remember to keep water off grain, use shovels to pull out the wood and grain that is burning, they will not only help to extinguish the fire, but will reduce at least 50% the damage to the grain.

GRAIN DEALERS are experiencing more difficulty than usual in figuring out their income tax schedule for 1925. The short time given tax payers to study the requirements of the new law will no doubt stampede many into making erroneous reports, but fortunately, all will have an opportunity to file an amended or corrected report at a later date.

THE PARCEL post plan of sending food-stuffs has proved a dismal failure. A year ago the postmaster-general was authorized to conduct experiments with 50 rural routes to encourage the transport of food direct from producer to consumer. The carriers were allowed a 50 per cent commission. Altho the department made a determined effort to push the plan, sending letters to 194 postoffices in 29 states, and circulars of information to patrons along the 44 routes finally selected, no business at all was developed on 58 per cent of the routes, and the other 42 per cent carried only an average of four pounds a day of vegetables, fruits, meats, poultry, eggs and dairy products. The Postmaster-General reports that "Our experience in conducting this experiment leads to the conclusion that there is no public need or demand for this character of service." How many other governmental services are pressed on an unwilling public at the taxpayers expense? Why not ship grain by parcels post?

### Frozen Seed Corn Will Not Grow.

Late advices from many seed corn growers and elevator men disclose a most discouraging condition of the seed corn which has been carefully stored all winter. Many dealers who felt certain they had taken every precaution necessary to insure their customers being supplied with choice seed corn which would grow are finding much to their disappointment, that tests do not show a sufficient germination to warrant the corn being used for seed.

Many farmers gathered their seed corn before the freeze last October, but stored it where it was not protected against low temperature with the result that it is just as unfit for seed as any to be found.

The opinion of seed corn specialists generally is that growers in the northern temperatures are sure to experience more difficulty this year than for many years past in finding choice seed corn which will show a sufficient germination to justify its planting.

Corn dealers of the northern climes owe it to themselves and to their farmer patrons to warn them against sowing corn which will not germinate. Every year many shortsighted farmers indulge in this practice and then are put to the necessity of planting a second time later, with the result that their crop matures so late it is in danger of being frost bitten before it is ripe.

Elevator operators can greatly increase the prospects of having a crop of well matured, ripe corn to handle by helping the farmer to test seed corn before planting the first time. Then there should be no necessity of planting the second time.

Carefully conducted tests have shown that so much of the corn is unfit for seed that no

## Your Plot

Tho' the wide universe is full of good,  
no kernel of nourishing corn can come to him but thru his toil  
bestowed on that plot of ground which is given him to till.—  
Emerson on "Self Reliance."



corn grower north of the Ohio River can afford to plant with corn from last year's crop without carefully testing it in advance.

## Farm Leaders Too Vague and Indefinite.

When the chairman of the corn belt com'te appeared before the House com'te on Agriculture Mar. 6 with the program for farm relief, the suggestions were criticized by Rep. Tincher as a skeleton of generalities.

The congressmen complain that the farm leaders want prices to be raised and speculation to be minimized without stating how that is to be accomplished. The agitators are so accustomed to playing to the galleries and are so ignorant of the constitutional limitations on Congress that they are both unwilling and unable to draft any bill that will be valid.

At the outset they are attempting too much. All of the leading crops, cattle and hogs, are embraced in their price fixing schemes. All the foreign attempts to fix prices have been limited, wisely, to single commodities, rubber in the British Empire, coffee in Brazil, and now sugar in Cuba. It should be sufficient for the United States to attempt to raise the price of a single commodity, such as corn.

The United States produces most of the world's corn, just as the British possessions produce the rubber and Brazil the world's coffee. The difference is that Britain and Brazil are trying to make the foreigner pay for the crop, while our farm agitators propose to make the domestic consumer pay for the grain given away to the foreigner. This difference is very great from the political standpoint. In Cuba, Brazil and Great Britain there can be popular approval of such a scheme to make the foreigner pay; while in the United States the larger consuming element of our population would resist higher prices for a loaf of bread, as witness the attack on the bread baking merger.

It would seem wise, therefore, for the congressmen to eliminate wheat from all price fixing schemes, as the poor man's loaf is sacred, and they would court unpopularity everywhere except in the wheat producing sections.

From the standpoint of those who would like to see price fixing succeed wheat should be eliminated, for the reason that the proportion of the domestic crop exported is so great that the equalization fee assessed against the producers would be excessive, whereas the fee on corn might be as little as 5 cents per bushel.

The real problem as shown by the government's Mar. 1 report of farm reserves, seems to be one of production greatly in excess of demand in the domestic market. The weather conditions make it impossible for the farmers to limit their production each season to the demand as do the manufacturers. Favorable weather will produce a surplus that must be carried over. The natural conclusion is that a surplus is an unavoidable hazard inherent in farming, which must be accepted and borne by those engaged in the industry. No other industries have a guaranteed profit. Why should the producers of cattle, hogs, wheat, corn, oats, rye, barley, be guaranteed a profit?

## Hedging by Country Elevators.

The Grain Futures Administration has carried on, during the past year, investigational studies intended to determine how well and under what conditions hedging is best served by the futures market.

Considering how intimately the futures market is related to the cash grain business, and that practically all dealers watch closely the futures market and depend upon it more or less as a price guide, there is lacking to a marked degree information and understanding concerning its proper purpose and use.

The Grain Futures Administration has no thought of encouraging greater use of the futures market by country grain dealers; yet if such use should come about naturally as the result of better understanding and to the economic advantage of country dealers, this class of trading, it is believed, would inject a healthy element into the futures market.

As a first step in the study there was mailed some 6,000 questionnaires to country elevators in five States, namely, Iowa, Illinois, Kansas, North Dakota, and Ohio.

Among other things the questionnaires call for an expression of opinion and suggestions generally on the subject of hedging.

Following the general mail survey a more intensive field study is being made. This is directed very largely to the purpose of collecting actual cases and concrete examples of hedging experience.

The relative advantage of hedging, selling to arrive, moving grain to market on open commission, or a combination of all is a much debated question among country dealers. Figures are being collected which will throw considerable light upon this question and better enable dealers to draw proper conclusions.

An outstanding weakness, and one probably responsible for many business failures among country elevators, is that many of them do not keep records from which can be determined at all times their market position "long" or "short."

In a large number of cases country-elevator companies are required to estimate or arrive at by uncertain mental processes just what their market position is. They are thus led into inadvertent speculation and loss not discovered until too late.

During the past year members of the Grain Futures Administration have addressed a number of meetings of country-elevator managers and operators, State conventions of grain dealers, and others, and have taken part in short-course work where the subject of hedging and related questions have been discussed.

The country has been unfortunate in receiving most of its education in hedging in the past from those who had something to gain in the way of increased business and commissions. Cases have come to light time after time where operators, acting on this kind of advice, have been led from speculating in cash grain into speculating in futures, sometimes both, all under the mistaken notion that they were hedging. In no small measure has this contributed to the prejudice that exists against hedging in the minds of country bankers, directors of farmers' elevator companies, and others. This is not so marked in North Dakota, for example, as in Iowa and Illinois, but in the latter two States a very considerable number of the farmers elevators reporting to us give as their reason for not hedging the fact that the practice is prohibited either by by-law provisions or by order of the board of directors.

The Grain Futures Administration is taking the position that regardless of improper use that may be made of futures, and regardless of the temptations to speculate that sometimes grow out of hedging transactions, no question of real economic importance can suffer by too much information concerning it; that those most likely to misuse futures will not be saved by shutting off proper information concerning the subject, but, on the con-

trary, may be helped thereby.—U. S. Grain Futures Administration Annual Report.

## Levy on Elevator As Personal Property.

The U. S. Circuit Court of Appeals in a decision rendered Nov. 17, 1925, in the suit by J. O. Glenn, plaintiff, to set aside a sale of a grain elevator, decided in favor of the defendant, W. C. Mitchell Co.

Glenn had a lease on the right of way site of the elevator at Merricourt, N. D. The lease was granted by the Soo to the Powers Elevator Co., at an annual rental of \$20, and its language treated the improvements as personal property, giving the lessee the right to remove them. They were purchased by the firm of Glenn & Hafey, who operated the elevator in the fall of 1920. Mr. Hafey died on Jan. 7, 1921.

The sale by the marshal was ordered by the district court on a judgment obtained by the W. C. Mitchell Co. for \$13,877.74 on Apr. 23, 1921, against J. O. Glenn, as surviving partner of the firm. The court held the marshal had power to sell the elevator as personal property.—207 N. W. Rep. 37.

## Carrier Liable for Grain Burned at Originating Elevator.

The Schreiber Flour & Cereal Co., Kansas City, Mo., applied to the Missouri Pacific and the Rock Island R. R. Co.'s for, and was given two Bs/L for cars of feed and grain in sacks going to Pacific and Eugene, Mo.

The day after the bills were issued, at 1:45 p. m., Dec. 27, 1922, the cars and their contents were burned, one-half hour after the switch engine had moved them from the loading dock and back in order to place two other cars.

The Schreiber Company negotiated the Bs/L with the First National Bank, which brot suit against the railroad company when the drafts for the shipments came back from the buyers. The defense of the railroad company was that the cars had not been loaded at the time the Bs/L were issued; but this defense was unavailable in view of the Missouri statute reading as follows:

"If a B/L has been issued by a carrier or on his behalf by an agent or employee the scope of whose actual or apparent authority includes the issuing of B/L, the carrier shall be liable to—"

(a) The consignee named in a non-negotiable bill, or  
(b) The holder of a negotiable bill.  
"Who has given value in good faith relying upon the description therein of the goods, for damages caused by the nonreceipt by the carrier or a connecting carrier of all or part of the goods or their failure to correspond with the description thereof in the bill at the time of its issue."

The court on Jan. 11, 1926, affirmed a judgment against the Missouri Pacific for \$896.53, and the Rock Island for \$708.25.—278 S. W. Rep. 1075.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

Lehr, N. Dak., Jan. 26.—This morning's freight (on the Soo Line) had a wreck just outside of town and the following cars were derailed: No. 38656, 80 cap.; lying on its side; contents intact. No. 104402, 60 cap.; smashed and grain spilled. No. 32736, 60 cap.; standing; contents intact. No. 130708, 80 cap.; standing; contents intact. No. 132976, 80 cap.; standing; contents intact. No. 24716, 60 cap.; standing; contents intact. Apparently all of these cars contained wheat.—E. Dorheim, Jenner Elevator Co.



## Asked— Answered

[Readers who fall to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Lightning Protection and Reduced Insurance Rate?

**Grain Dealers Journal:** I have a 35,000-bu. wood elevator, iron clad. What must I do to get protection from lightning and a reduction in my insurance rate? How long would it take for my insurance saving to pay for the best lightning rods?—D. C. Morgan.

**Ans.:** When installed in accordance with the standards established by the Mutual Fire Prevention Bureau a credit of 25 cents per \$100 is allowed, for lightning rod protection, on an elevator not iron clad.

A copy of the standard specifications may be obtained from the mutual fire insurance companies. The requirements are not costly and follow good lightning rod practice, being directed to the provision of sufficient grounding to dissipate the lightning, the thickness of the conductors and the placing of the air terminals.

The cost of lightning rods will vary according to the number of points and conductors required; but, after ascertaining the cost from a reliable contractor the number of years it would take to pay for the protection can be calculated.

It is not necessary to have a metal clad elevator rod to earn a credit. An elevator so protected earns a credit of 10 cents; but if not grounded there is a 5-cent penalty. Grounding the siding cancels the penalty. The roofing metal should also be bonded to the siding where the eaves overlap. The cost of grounding the siding by running rods down into the moist ground is so little that the investment is recovered in a short time by the credit of 15 cents per \$100 of insured valuation.

### Exclusive Right to Nom-de-Plume?

**Grain Dealers Journal:** If we employ a writer to promote our business, and he leaves our employ after we have built up considerable publicity for the name chosen by him as the signature to his letters advertising our products, can he continue to use this same signature in promoting the business of another firm, by whom he is now employed?

We feel that the name chosen has become in a way identified with our product; and that since we paid all the costs of this publicity it is unfair to divert this to another firm.

Can we prevent him from signing his market letters in the same manner as when employed by us?—X. & Co.

**Ans.:** Under the facts stated either party may continue to use the name of the anonymous writer, there being no copyright protection.

The real value lies in the letters written, and the use of the name by another speedily will be discovered by the public as a counterfeit. For example: The letters of "Our Boy Solomon," published in the market letters of C. A. King Co., Toledo, for many years were eagerly read by everyone because the author so correctly interpreted current events with clever wit. It was the sound judgment and gift of expression possessed by the author that made the name valuable; and, instead of using the same name with another firm the writer could choose another name and make it just as effective, without any confusion in the minds of the public.

MISSOURI'S road tax on trades in grain for future delivery is very likely to be nullified by a decision of the federal court. Having state and federal laws regulating or taxing the same industry is too much of a good thing. The politicians seem to have a weakness for following one another along any trail with the result that state and federal laws overlap one another, contradict one another, and confuse the citizen who is disposed to obey the laws.

### Aswell Bill for Marketing Ass'n.

Representative Aswell introduced a bill Feb. 22 creating the Interstate Farm Marketing Ass'n with power to operate warehouses and provide systems of accounting; and specifically "Shall have such powers not specifically denied by law as are necessary to conduct the business of co-operatively processing, preparing for market, handling, pooling, storing and marketing agricultural commodities."

Power is given to assess members a fee to meet expenditures.

The bill is vague and indefinite except as to the manner of choosing the 13 managers, four of whom are to be named by the Farmers Educational and Co-operative Union, four by the National Grange and Patrons of Husbandry, four by the American Farm Bureau Federation and one by the Missouri Farmers Ass'n.

### Inefficient Management of Farmers Organizations.

Birth and death records for over 1,000 farmers' business organizations which have ceased to function, have been compiled by the Division of Agricultural Co-operation of the United States Department of Agriculture.

The period of greatest mortality was the five years, 1920-24, during which over 73 per cent of the associations reporting went out of business. The year 1923 appears to have been a fatal one, 194 organizations ceasing to function in that year. One hundred eighty-two went out of business in 1922; 162 in 1921; 101 in 1920; and 99 in 1924.

The years 1921, 1922 and 1923 were particularly severe on associations marketing grain and fruits and vegetables, and the years 1922 and 1923 for livestock associations, while 1921 was disastrous for associations retailing farm supplies.

One or more reasons for ceasing to operate were stated by 997 associations. Inefficient management was the reason given by 72 per cent of the associations; insufficient working capital, by 23 per cent; insufficient volume of business, 23 per cent; too liberal credit, 17 per cent; dishonest management, 7 per cent; acts of Providence, 6 per cent; and unfair competition, 2 per cent.

On the basis of operation for the last two crop years mills cannot expect to operate the same percentage of capacity during the current six months as they did during the preceding six months, and that it is the part of wisdom to adjust themselves in advance both in estimating costs and in determining sales policies to this fact.—Sydney Anderson, pres. Millers National Federation.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

March 24-26. Farmers Co-op. Grain Dealers Ass'n of Kansas at New Reno Hotel, Hutchinson, Kans.

Apr. 15.—Pacific Coast Seedsman's Ass'n, Del Monte, Calif.

Apr. 19-21. Iowa Grain Dealers Ass'n at Des Moines, Ia.

May 11-12. Illinois Grain Dealers Ass'n at Decatur, Ill.

May 18-19. Grain Dealers and Millers Ass'n of Oklahoma at Enid, Okla.

May 20-21. Kansas Grain Dealers Ass'n at Salina, Kan.

June 29, 30, July 1. American Seed Trade Ass'n at Chicago.

June 29-July 1. National Hay Ass'n, Niagara Falls, N. Y.

Aug.—Ass'n of Official Seed Analysis of North America in conjunction with the International Botany Congress at Cornell University, Ithaca, N. Y.

Oct. 18-20. Grain Dealers National Ass'n at Buffalo, N. Y.

### Unusual Car of Corn in Chicago Market.

Unusual corn to be received in the Chicago market was loaded in R. I. car 156692, consigned to J. H. Dole & Co., and arriving Feb. 25. It was Luce's Favorite, a popular silage corn raised in the extreme northern tier of counties in the state of New York for fodder purposes only.

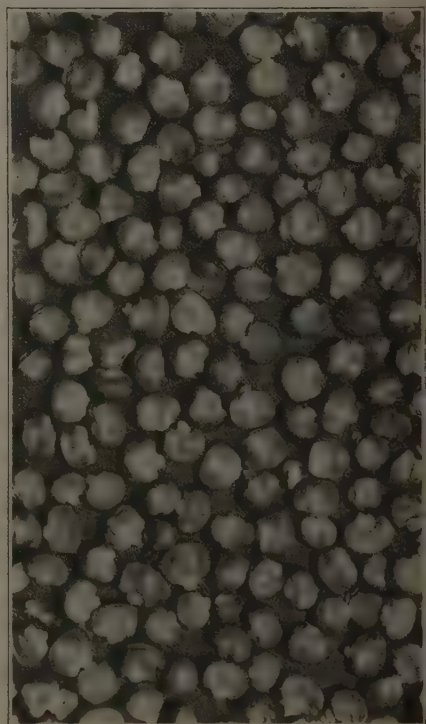
The corn will not mature in that section as the season is too short. So the seed is grown regularly on contract in more southern sections and shipped to New York. The yield is about 25% less than Reid's Yellow Dent.

Considerable of it is grown around Chilli-cothe, Ill. The severe freeze on Oct. 29th ruined much of it for seed, as the grain carried an unusual amount of moisture due to the rainy conditions prevailing at that time. Much of it had to be handled as an ordinary product. Hence, this car consigned to the Chicago market.

This is an 8-row corn with a long slender white cob, many ears growing as much as 14 inches long. The kernels are hard and flinty. The plant suckers a great deal and many of the suckers bear good ears. On account of the heavy tonnage, the plant is considered especially suitable for silage.

R. I. car 156692 was sold by J. H. Dole & Co. to E. R. Bacon Grain Co. It bore 19.4% moisture, weighed 53½ lbs. to the bu. and graded No. 4 Yellow.

Europe is a rye-eating country, therefore if any evidence of future scantiness of wheat supplies there certainly would be some foreign inquiry for rye at about half the cost of wheat. No statistical compilations show that the United States must import wheat, hence the market must necessarily reflect the world's indifference to North American surplus of bread grain. Department of agriculture estimates world's wheat production of 1925 at 4,013,000,000, which figure has been exceeded only in 1913, and again in 1915, and compares with an average of 3,400,000,000. With the third largest crop on record, how can theories of close adjustment be justified.—F. H. Babcock.



Unusual Corn Received at Chicago.



# Changes in Income Tax

BY M. L. SEIDMAN OF SEIDMAN & SEIDMAN,  
CERTIFIED PUBLIC ACCOUNTANTS.

The new income tax law will be made applicable to 1925 income tax returns. The outstanding change is that in rates and exemptions. The normal tax rates are reduced so that under the new law the normal tax will be computed as follows: 1½% on the first \$4,000 of net income in excess of exemptions; 3% on the next \$4,000 of income; and 5% on the balance.

The surtax rates have been even more drastically cut. In the old law the rates range up to 40%. The maximum surtax rate in the new law is 20%.

Personal exemptions have been increased, a single person now being entitled to an exemption of \$1,500, and a married person \$3,500, as against \$1,000 and \$2,500 last year. The credit of \$400 for each dependent remains the same as before.

Furthermore, a change has been made with respect to the earned income allowance. While the 25% credit continues as previously, \$20,000 may be considered as earned income, whereas a maximum of \$10,000 could have been regarded as earned income in 1924 returns.

All these factors make for a substantial reduction in the income taxes that individuals will be called upon to pay for 1925 incomes, as compared to what they would have paid if a new law were not passed. The exact comparison between the new tax amounts and the old ones, and the percentage of reduction effected is shown in the tabulation herewith. The greatest rate of reduction is afforded to incomes from \$3,000 to \$20,000, and from \$100,000 and up. Incomes between \$20,000 and \$100,000 are not as favorably treated.

While the new law will be heralded as a great tax reducer, it is significant that the rate on corporations has been increased from 12½% to 13½%. However, this increase is offset by the fact that the capital stock tax has been repealed.

TABLE OF REDUCTIONS UNDER NEW TAX LAW  
(Computed on the basis of a married person with no dependents)

Income	Taxes		Reduction	
	1924	1925	Amt.	Per Cent
\$ 3,000	\$ 7.50	\$ 7.50	7.50	100
3,500	15.00	15.00	15.00	100
4,000	22.50	5.63	16.87	74.9
4,500	30.00	11.25	18.75	62.5
5,000	37.50	16.88	20.62	55.0
6,000	67.50	25.00	42.50	63.0
7,000	87.50	39.38	48.12	55.0
8,000	127.50	56.25	71.25	55.9
9,000	167.50	78.75	88.75	53.0
10,000	207.50	101.25	106.25	51.2
11,000	247.50	131.25	116.25	50.0
12,000	287.50	168.75	118.75	50.0
13,000	407.50	213.75	193.75	47.5
14,000	477.50	258.75	218.75	45.8
15,000	557.50	311.25	246.25	44.2
16,000	637.50	363.75	273.75	42.9
18,000	817.50	483.75	333.75	40.8
20,000	1,017.50	618.75	398.75	39.1
22,000	1,237.50	818.75	418.75	33.8
24,000	1,477.50	1,038.75	438.75	29.7
26,000	1,737.50	1,278.75	458.75	26.5
28,000	2,017.50	1,518.75	498.75	24.7
30,000	2,317.50	1,778.75	538.75	23.2
32,000	2,637.50	2,038.75	598.75	22.7
34,000	2,957.50	2,318.75	638.75	21.6
36,000	3,297.50	2,598.75	698.75	21.1
38,000	3,657.50	2,898.75	758.75	20.7
40,000	4,037.50	3,198.75	838.75	20.8
50,000	6,137.50	4,878.75	1,258.75	20.5
100,000	22,617.50	18,758.75	3,858.75	25.9
500,000	199,017.50	116,758.75	82,258.75	41.5
\$1,000,000	\$429,617.50	\$241,758.75	\$187,858.75	43.7

The new law abolishes the publicity provisions whereby the amount of tax paid by every taxpayer was subject to publication. The only information now available to the public is the name and address of those who filed returns. No details concerning the returns themselves are open for inspection.

**Installment Sales:** There is now contained in the law for the first time an express provision concerning installment sales. This is very important in that the Board of Tax Appeals had recently held that the installment method

of reporting income was not proper under the previous laws. Where property is sold on the installment plan, it is now provided that the profit to be realized on the sale may be spread over the installment collections proportionately. An installment sale is defined as one where the initial payments do not exceed one-fourth of the total price. By the term "initial payments" is meant the cash or property received other than the purchaser's own obligations. Thus, if a piece of real estate were sold for \$100,000, and the purchaser paid down \$20,000 in cash, and gave back a mortgage of \$80,000, payable over a period of years, the sale would be regarded as an installment sale. Assuming that the property cost the seller \$50,000, it is evident that one-half of the sales price represents cost and one-half profit. All collections by the seller would therefore be divided on that basis. Having received \$20,000 in cash, he would be required to report \$10,000 of it as a profit. In the next year, if he got installment payments on the mortgage of \$10,000, he would be required to report \$5,000 of it as income, and so on until the complete payment of the mortgage.

It is significant to note that the installment provision is made retroactively effective to the old laws. All taxpayers who sold property on an installment basis but were denied the right to report their income on that basis, may therefore now claim refund.

Many procedural changes have been made, the most important of which are in connection with the operations of the Board of Tax Appeals. Under the new law there will be a

\$10.00 filing fee for all cases taken to the Board. No filing fee was provided for before. Another provision authorizes the Board to impose costs on either the taxpayer or the government, up to \$500. This is entirely new.

Under the new law, the government had four years after the return was filed within which to assess the tax. The new law limits this period to three years. On the other hand, the period within which refund may be claimed is cut down from four years after the payment of the tax to three years.

Estate taxes have been most substantially lowered. The maximum rate is now 20%, whereas under the 1924 law it was 40%. The exemption has been increased from \$50,000 to \$100,000. Furthermore, a retroactive change is made so that the rates of the Revenue Act of 1921 are made applicable to the Revenue Act of 1924. This means a decrease in the maximum rates from 40% to 25%. Almost every estate that paid a tax under the 1924 Act will therefore be entitled to a considerable refund. The gift tax has been repealed.

The capital stock tax has been repealed to take effect June 30, 1926. In its place, the corporate income tax has been increased 1%.

The stamp taxes upon deeds and conveyances, proxies and powers of attorney have been repealed entirely.

Miscellaneous sales taxes have met the same fate. No longer is the tax imposed the sale of cameras, firearms, paintings, jewelry, etc.

The occupational taxes have also been eliminated. This inures to the benefit of brokers, proprietors of bowling allies, riding academies, tobacco manufacturers, etc. On the other hand, a tax of 1/10 of 1% per gallon on cereal beverages is imposed by the new law. No such tax was levied before.

## A Simple Seed Tester.

BY WM. L. FRANK, CHIEF INSPECTOR, SHERMAN, TEX.

Recently we organized a new device for germination tests, that requires only a piece of wire cloth 3 inches square, two pieces of blotting paper 3 inches square, and a rubber ring of the kind used on Mason jars.

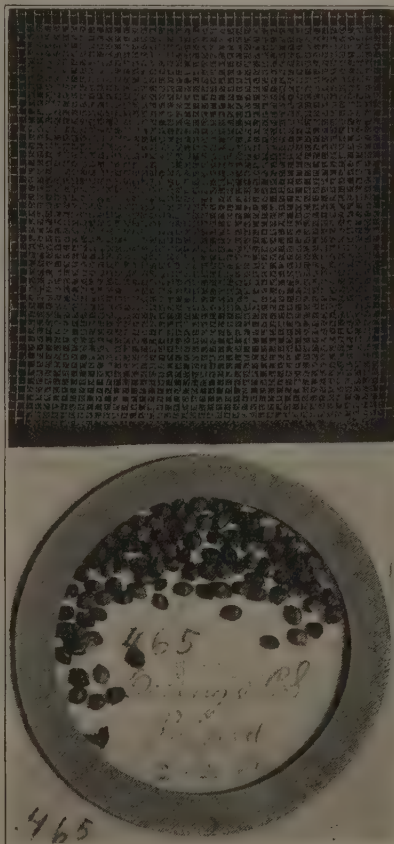
In the engraving herewith are shown the blotting paper, the wire screen, and the second piece of blotting paper having upon it the rubber ring inclosing a sample of cane seed for test.

The wire cloth is used to provide a support for the blotting paper, which becomes limp when wet. The rubber ring is used to retain the seeds and to keep them from rolling off of the blotting paper. The second sheet of blotting paper is put on top of the rubber ring to better hold the moisture.

Any number of these little testers can be stacked on top of one another, up to say 10 or 12. Where they are stacked it is advisable to put 6 or 8 extra sheets of blotting paper on top of the stack. This blotting paper helps to maintain a uniform moisture throughout the stack. A very large number of these little testers can be placed in a germinating cabinet where the temperature and humidity are under control. Immediately after the seeds are placed in the tester, the blotting paper should be thoroughly wetted by pouring water over the blotters or over the stacks of testers.

The testers should be set on wet sand placed in a shallow pan or plate.

For the individual dealer who does not have a germinating cabinet, a very satisfactory tester can be made by providing a small sand plate or pan that has as much as 1 in. of wet sand, and then stacking these little testers on top of the sand, then inverting a square cigar can over the stack to prevent excessive evaporation. This can will also keep mice out, and one-half dozen holes punched in the bottom will provide the necessary ventilation. Set the tester in a warm place and a very satisfactory germination test can be made with this device in a few days.



Screen; Rubber Ring and Blotting Paper of Simple Seed Tester.



[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

*Grain Dealers Journal*: Referring to H. R. 6563 (the Dickinson bill) I note the editorial on page 91 of your Jan. 25 number, and would say that from the statements therein contained I was convinced you did not have a copy of the bill before you.

There is no use of trying to mislead the public with reference to the purposes of this bill. If we can stabilize the price of grain by a process of this kind, no one can honestly contend that this is government price fixing. The prices of other commodities are stabilized under tariff and other legislative protection. The only purpose of stabilizing the price of foodstuffs is to protect the producers and also the consumers.

I note the general trend of the grain trade is against the regulation of this kind, and this is because their business is largely speculative and their margins and profits are made through the speculative fluctuations. This is a toll that both the producers and the consumers feel that they should not be compelled to pay. In my judgment, the grain trade will not increase their popularity in the country by calling honest efforts of this kind price fixing et cetera. Yours very truly—L. J. Dickinson, Washington, D. C. (Member of Congress from the 10th district of Iowa.)

[The Journal had a copy of this bill and gave a digest of it on page 32 of Jan. 10 number.—Ed.]

*Grain Dealers Journal:* I read a proposal in the last Journal that farmers should sell one-twelfth of their corn each month and take the average price for the year, with several objections such as lack of storage, ratage, shrinkage, etc. I would like to ask. Why can't a country grain buyer bunch up 12,000 bushels of his customers corn, make proper advances on same after inspection and place the balance in a trust account as the lawyers do. He could sell the cash corn, buy the nearest future and sell back one thousand bushels at the end of every month thus getting a piece of the highs and lows of every year's markets. Let the markets do their own guessing, the same as the pools do. This seems to be the latest style of marketing, and I have heard it said you might as well be out of the world as out of style. It looks as if the country grain dealers are getting out of style and will not admit it.

Any country grain buyer can prove this method by averaging a year's account sales, grades considered, then take down his year's market circulars, and carry through a year's futures, and if he has beat the average price for the year he is above the average grain buyer.

The Alberta wheat pool of 1923 made almost exactly the average daily price for the year, the Saskatchewan wheat pool of 1924 was simply the daily average for the year, and is proclaimed a wonderful success by everybody except the grain dealers who refuse to keep up with the latest style of marketing.

The Saskatchewan wheat pool of 1924 made an average of \$1.66, less deduction of about 4c per bu. for reserve and building, the farmers actually got \$1.62, the same wheat handled as above suggested would have netted \$1.74, or 8c per bu. better than the pool made calling the 4c per bu. as good as paid—12c per bu. better if not.

These figures can be verified by anyone

at any time as every grain dealer has the year's circulars to refer to.

The word AVERAGE is one of the big ones in the dictionary; the average man is a pretty good man; the average editor is a pretty good editor, and the average price for what you sell is a pretty decent average and more than most of us think we get.—Subscriber.

*Grain Dealers' Journal:* There is room for a great deal of missionary work with the country shippers to educate them to the importance of avoiding the appearance of "plugging" in cars loaded with grain.

I do not like the word "plugging," as too often the uneven loading described as plugging is not intentional, but merely carelessness. Sometimes it is due to ignorance.

This office is taking up by correspondence about 6 cases per week with the shippers whose cars we find to be unevenly loaded; and asking them how it happens that grain of different qualities was so mixed. We call their attention to the fact that buyers buy on the basis of the poorest grain in the car and that their good grain is heavily discounted by such uneven loading.

In one case the manager of a line of elevators, who had been suffering heavy losses on discounts and low grading was at his wit's end to account for this until he happened to receive one of our letters advising him that a car of excellent corn had been found with a lot of heat damaged grain in the bottom. This, it developed, was done without his knowledge; and he immediately advised the local managers to ship the poor stuff separately itself, thus preventing further loss.

Uneven loading is an evil that lowers the price of all grain since buyers are afraid even of the inspection and will not pay all that the grain is worth, just to play safe.

If a shipper, for reasons of his own, finds it necessary to load grain of varying quality in the same car, he should first mix the grain thoroly before spouting it into the car. If he can not mix it he should spread the different kinds evenly in layers one above the other, so that the samplers will get a representative sample.

Grain is always worth more unmixed and the constant study of careful dealers is to keep different qualities separate, and to use machinery when necessary to separate, to realize the good prices paid for better grain. The shipper who carelessly mixes grain is working against his own interests; and, as no one profits thereby, it is an economic loss.

This department does not involve the grain receiver when checking up with a shipper who has a car of unevenly loaded grain. We do not expect the commission merchants to report bad work by their own customers; and we get our facts by our own knowledge of the contents of the car as determined by sampling and inspection.—W. H. McDonald, federal grain supervisor, Chicago, Ill.

A scale mechanic has been added to the personnel of the Weighing Department of the Cincinnati Grain & Hay Exchange. Heretofore the Board of Directors has required the members to have their scales examined at their own expense by a recognized scale company whenever the Weighing Com'te considered this necessary.

Hereafter, the scale mechanic, Geo. Wager, will make frequent examinations of scales without cost to the owners; make minor repairs at the expense of the owner when necessary, the members are not required to employ him for such work, being privileged to employ a recognized scale firm if they wish; condemn scales when in his judgment condemnation is in order; and supersede any deputy weigher when deemed necessary.

These duties will be in addition to the regular supervisory work at plants.

Rep. Oldfield introduced a bill in Congress Feb. 19 providing for the creation of the Farmers Export Corporation with \$200,000,000 capital subscribed by the government, the 5 directors to be named by the president's cabinet, with power to make loans on the crops and to pay an export bounty out of a fund created from duties on imports.

**An offer** of \$50 in prizes is being made by the Northwest Grain Smut Prevention Com'ite, as a part of its campaign of education, for the best store or window display featuring grain smut eradication. Promptly send your foto for the \$50 to Com'ite. Delay may help some other dealer to land the prize!

**Springfield, Ill.**—Imports of corn on the cob and any part of the corn plant, except the seed shelled and broomcorn, and sorghums and sudan grass" from Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, the Province of Ontario and sections of New York, Pennsylvania, Michigan and Ohio, have been banned by a proclamation issued by Governor Small of Illinois on Feb. 22. The European Corn Borer must be kept from spreading.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	Feb. 25.	Feb. 26.	Feb. 27.	Mar. 1.	Mar. 2.	Mar. 3.	Mar. 4.	Mar. 5.	Mar. 6.	Mar. 8.	Mar. 9.
<b>WHEAT.</b>											
*Chicago	165½	163½	165½	158½	158½	159½	158½	160½	159½	155	158½
Kansas City	158½	156½	157½	151½	151½	152	150½	152½	152½	150½	150½
St. Louis	166½	163½	165½	159½	158½	159½	158½	160	159½	157½	158½
*Minneapolis	158	156½	158½	152½	151½	153½	152½	154	153½	151½	152
Duluth (durum)	136½	136	137½	130½	131	133½	132½	134½	133½	131½	131½
Winnipeg	154½	149½	151½	146½	146	146½	144½	146	144½	143½	144½
*Milwaukee	166½	163½	165½	159	158½	159½	153½	160½	159½	.....	.....
<b>CORN.</b>											
Chicago	79½	79½	80½	77½	77½	77½	79½	78½	78½	77½	77½
Kansas City	74½	74½	75½	72½	72½	73½	73½	72½	72½	72½	72½
St. Louis	77½	77½	78½	76½	75½	76	77½	77	76½	75½	76½
Milwaukee	79½	79½	80½	77½	77½	77½	79	78½	78½	.....	.....
<b>OATS.</b>											
Chicago	41½	41½	41½	40½	40½	40	40	40½	40½	39½	39½
Kansas City	41	41	41	39½	39½	38½	38	39	39	39	39
*Minneapolis	37½	37½	37½	36½	36½	36½	36½	36½	36½	36½	36
Winnipeg	46½	46½	47½	46½	46½	46½	45½	46½	46	45½	46
Milwaukee	41½	41½	41½	40½	40½	40	40	40½	40½	.....	.....
<b>RYE.</b>											
Chicago	92	90½	91½	87½	85½	87½	88½	91½	89½	88½	88½
*Minneapolis	84½	84½	86½	80½	78½	81	82½	84½	83½	82½	82½
Duluth	88½	86½	88½	83	83	83½	87½	87½	86½	86½	86½
Winnipeg	91½	90½	92	85½	84½	86	87½	89½	88½	86½	87½
<b>BARLEY.</b>											
*Minneapolis	62½	62	62½	61½	60	60½	59½	60	60½	58½	59
Winnipeg	61½	61½	61½	60½	60½	60	59½	59½	59½	58½	59
*New style.											



## Holding Cars at Outlying Inspection Points.

By C. W. McDONNELL, STATE RAILROAD COMMISSIONER, OF NORTH DAKOTA.

When shippers began to bill cars "hold for orders" trouble started. It became necessary to break up trains at holding points, setting out cars to be held and picking up those for which disposition had been furnished, and delaying to a considerable extent, cars which were not billed to hold.

Only exceptional work on the part of the railroads, with full co-operation of the Northwest Regional Advisory Board prevented a serious transportation blockade in the fall of 1925.

Early in the season, all grain shippers were urged to refrain as far as possible, from billing cars to hold for disposition at any point. The record shows that Soo Line and Great Northern shippers co-operated fairly satisfactorily, less than 30% of the wheat cars shipped on these lines being billed "hold for orders," but on the Northern Pacific, 98% were so billed. The average delay to cars held for disposition was 3 days. This means that about 10,000 more cars were necessary on these three roads to handle the crop at the peak movement than if such delay did not exist.

The question was discussed at some length at the meeting of the Northwest Regional Advisory Board, held in Minneapolis in January, 1926, where it was decided that for the present the matter be referred to the Joint Terminal Grain Com'te (a sub-com'te of the board consisting of both railroad and grain

men) "with authority to take appropriate action if and when congestion arises," with a further suggestion that the question be docketed for discussion at the April meeting and sufficient time be allotted for full consideration.

In the general discussion that followed it appeared to be the opinion of the majority of those present that one of two things should be done—possibly both, to some extent, viz.: Railroads should provide adequate trackage at sampling points, also the additional cars necessary to handle the crop expeditiously, or the farmer should be induced, or compelled, to hold grain on the farm and extend the marketing over a longer period than at present.

The railroad men were asked to furnish an estimate of the cost of providing the additional facilities for handling the grain crop based on the volume of the past season and its being delivered to the elevators in the same time. The estimate of the Northern Pacific to equip and maintain the Staples yard is \$6,875,000 for investment in yard track and equipment; cost of operating yard including interest, depreciation and maintenance is \$1,119,700 per year—an additional expense of \$22.40 per car, based on 50,000 cars handled in a year. Figures have not yet been received from the Soo Line or the Great Northern.

## Make Bulkheads Strong.

Records of bulkhead cars at Milwaukee, Wis., show 170 such cars received in 1925, 120 of which were in good condition on arrival.

The other 30%, or 50 cars, arrived with bulkheads broken or shifted, so that the grains carried had become mixed.

Chief Weigher Ladd reports that a car came in a few days ago containing No. 3 and No. 4 rye separated by two bulkheads, one on either side of the car door with an open space between. No supports or braces of any kind had been used and the motion of the car in transit had caused the bulkheads to give way. The two grades of rye became badly mixed. As no grain doors were used, considerable of the grain ran out beneath the car doors and when the car was weighed it was found to be 2,450 lbs. short of the shipper's weight.

The proportion of faulty bulkhead construction is altogether too large. Shippers using them should always make sure that the bulkheads they install are strong and well-braced, that they may withstand the strain they will be subjected to while the car is in transit.

STORAGE LAWS of Northwestern states have forced the elevator owners to do an unprofitable and undesirable business. Doubtless any of the laws attempting to regulate the rates to be charged for storing grain could easily be knocked out in the courts, because they are so low as to be confiscatory. If the elevator operator can not realize a profit from selling his storage space to others, then it would be to his advantage to discontinue the practice and the impression is gaining ground rapidly with the grain elevator operators of the Northwest that this must be done in case the rates are not advanced.

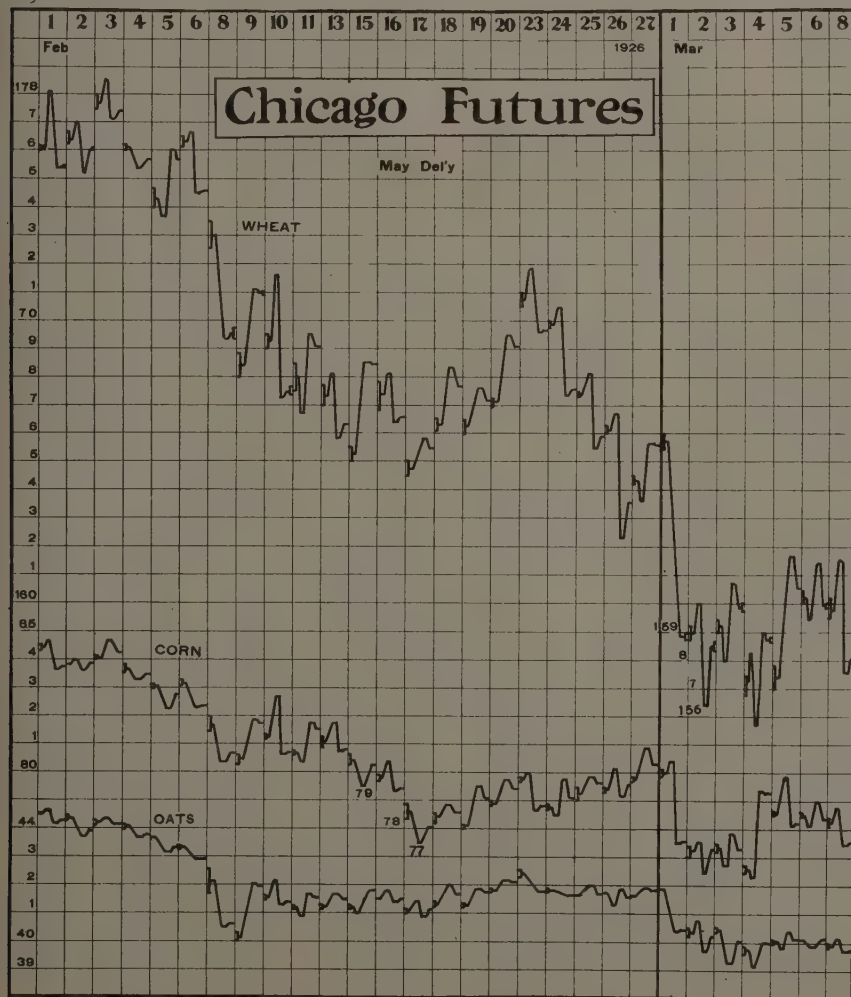
## Volume and Open Trade on Chicago Board.

Revised figures showing the daily volume of trading in grain futures on the Chicago Board of Trade during the month of February, 1926, as reported by the Grain Futures Administration of the U. S. Department of Agriculture. The figures listed represent sales only, there being an equal volume of purchases. Expressed in thousand bushels, i. e. (000) omitted:

Feb.	Wheat.	Corn.	Oats.	Rye.
1.....	57,933	5,924	1,772	1,343
2.....	42,473	5,184	2,312	1,041
3.....	42,623	4,921	908	1,196
4.....	35,357	7,825	1,507	1,083
5.....	37,801	9,951	3,384	932
6.....	26,724	6,168	2,872	1,205
7.....	87,889	16,705	11,148	3,188
8.....	56,882	10,555	5,892	2,733
9.....	77,429	13,791	2,726	4,207
10.....	64,267	10,235	2,766	2,259
11.....	38,651	6,564	2,271	1,783
12.....	55,735	12,706	1,404	1,960
13.....	45,238	13,296	1,294	1,321
14.....	40,286	19,699	1,796	1,713
15.....	48,716	7,752	1,459	1,018
16.....	34,577	10,664	1,308	827
17.....	41,984	7,005	1,771	1,147
18.....	52,030	9,877	1,757	1,738
19.....	55,129	10,907	1,106	1,516
20.....	57,366	10,429	1,358	2,367
21.....	83,453	7,438	1,248	2,636
22.....	42,498	9,430	710	899
Totals .....	1,125,041	217,029	53,269	38,162
Year ago .....	1,581,584	623,717	310,444	81,501

"Open contracts" in futures on the Chicago Board of Trade for February, 1926. ("Short" side of contracts only, there being an equal volume open on the "Long" side.) Bushels—(000) omitted:

Feb.	Wheat.	Corn.	Oats.	Rye.
1.....	108,732	50,844	54,402	13,387
2.....	107,972	50,750	54,261	13,577
3.....	109,985	50,701	54,470	13,827
4.....	110,898	51,975	54,326	14,027
5.....	109,883	52,067	54,027	14,162
6.....	110,511	52,270	54,543	14,220
7.....	109,169	53,239	53,832	14,599
8.....	109,666	53,048	53,701	15,009
9.....	109,024	53,579	53,341	15,495
10.....	107,174	53,412	53,525	15,340
11.....	108,267	53,483	53,798	15,437
12.....	107,730	55,504	53,653	15,372
13.....	108,446	56,354	53,461	15,327
14.....	108,969	56,583	53,359	15,689
15.....	109,597	56,875	53,370	15,677
16.....	111,116	56,864	53,587	15,447
17.....	109,997	56,729	53,230	15,267
18.....	109,716	57,498	53,220	15,312
19.....	110,052	58,117	53,210	15,561
20.....	110,053	57,931	53,134	15,841
21.....	107,247	58,063	53,038	15,877
22.....	104,507	58,270	53,080	15,880





## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Morrowville, Kan., Feb. 26.—The crop prospect is fine.—Gifford Bros.

Montevideo, Minn., Feb. 24.—Corn was a poor crop this season.—J. H. Lee.

Darwin, Minn., Feb. 23.—The oats crop was much heavier this year than previously.—Farmers Co-op. Elevtr. Co.

Cunningham, Kan., Feb. 27.—Crops are looking fair for this time of the year.—M. F. Bahlring, Farmers Grain Co.

Falun, Kan., Feb. 26.—We have excellent crop prospects this year.—R. E. Terry, mgr. Farmers Union Co-op. Elevator.

Fargo, N. D., Mar. 1.—More acreage was plowed for wheat than a year ago, which indicates a larger production.—A. A. Lee, mgr. W. C. Mitchell Co.

Marquette, Kan., Mar. 4.—Prospects for the new wheat crop are excellent. There has been plenty of moisture and the winter has been favorable.—Emil Teichgraber.

Fargo, N. D., Mar. 1.—Corn taken out of the open before the October freeze is at a premium today. The balance is increasingly deteriorated.—R. F. Gunkelman, Interstate Seed & Grain Co.

Fowler, Colo., Mar. 1.—The farmers are in nice shape to take care of their spring work. The mountains are well covered with snow and this will give plenty of water for irrigating when the time comes that it is necessary.—Geo. Kapp.

Springfield, Ill., Mar. 3.—Rains were general over the entire state followed by snow in most of the northern division. The ground is bare except in the extreme northeast. The condition of winter wheat is still uncertain.—C. J. Root, meteorologist.

Watertown, S. D., Feb. 26.—Timothy acreage compares favorably with that of this past season. Clover acreage is on the increase all over. Not as much durum or wheat is being grown as previously, acreage is declining yearly, however the prospects favor an increase next season.—Creaser & Jacobs.

Fargo, N. D., Mar. 1.—I anticipate a strengthened demand for sweet clover and alfalfa this spring. This country is especially adapted to raising these seeds. Diversification of crops is proving to be the farmer's salvation, also the soil is getting better attention than heretofore, fields of nitrogen-producing crops being turned under. North Dakota raises over 50% of the sweet clover produced.—Walter R. Reed.

Freeport, Ill., Mar. 2.—We had the biggest crop of corn northern Illinois ever produced but we are still getting corn testing 23% and 24% moisture. We were buying ear corn until the first week of February and altho we were taking 80 lbs. for a bushel, it would seldom shell out 56 lbs. We stopped shelling and now ship all shelled corn as it is received. We fear much of the corn in farmers' hands will mould and spoil.—H. A. Hillmer.

Oklahoma City, Okla., Mar. 2.—Wheat, oats and other small grain in Oklahoma are threatened with green bug infestation this year. It appears the infestation may be general. Investigation shows green bugs in spots in Logan county and no parasites to destroy them. Several small areas of wheat have already been destroyed. Great damage was done by the bugs in the spring of 1907 and considerable damage 2 or 3 times since.—C. E. Sanborn, state entomologist.

Fargo, N. D., Mar. 1.—In another decade this state will be shipping out more grain than it ever did before. Farmers are turning to diversified production. Soil producing 5-6 bus. per acre is obviously exhausted, so sweet clover is being grown and turned under. As an example of diversified farming the station of Granden, N. D., received \$141,000 last year for its livestock, eggs, poultry and butter where a few years back this station shipped in butter and eggs.—R. F. Gunkelman, Interstate Seed & Grain Co.

Ocheyedan, Ia., Mar. 1.—No grain is moving here at present. The corn is practically all marketed.—Callender Grain Co.

Sublette, Kan., Mar. 1.—The prospects for wheat in Haskell county are almost perfect. We have had good moisture lately and the wheat is well rooted and growing well. Very little has been damaged by wind here, but some injury has been done around Liberal and in Stanton and Morton counties, and a little in Finney county. However, I do not think the percentage great and we are expecting a good crop this season.—C. M. Cave, pres. Kansas Grain Dealers Ass'n.

Topeka, Kan., Mar. 1.—Winter wheat greened up everywhere and made excellent growth and stooling advancement in the southern counties. Strong winds continued to damage some fields in the western and south central counties, but so far the areas of soil drifting are limited in extent and fields that show a total loss are rare. Surface moisture is still sufficient for immediate needs but all of the west needs soaking spring rains for subsoil moisture. South central Kansas reports practically all preparation for oats seeding completed and some counties report as high as 60% of the crop already sown. In the southeast drilling has been delayed by wet ground and there and in the southwest sowing is hardly started. Active preparations were

begun in the northern counties and another week of open weather will see oats seeding general in all sections and almost completed in the south.—Kansas State Board of Agriculture.

### Murray's Report.

Chicago, Ill., Mar. 3.—Combining farm stocks, country mill and elevator stocks and the visible as reported by the Chicago Board of Trade, the total is 208,000,000 bus., compared with 250,000,000 a year ago and 302,000,000 the average for the past ten years. The visible supply amounts to 40,000,000 bus., compared to 70,000,000 bus. last year.

Wheat stocks on farms, 93,064,000 bus. or 13.3% of last year's production, is the smallest holdings on Mar. 1 since 1895. Last year's stocks were also low, 112,042,000 bus., or 13.0% of the 1924 crop, the ten-year average being 150,000,000 bus. or 17.9% of production.

Stocks held by country handlers are also below average, being 75,344,000 bus., or 11.3% of last year's production, which compared with 67,622,000 bus. or 7.8% the preceding year, and 97,000,000 bus. or 11.6% the ten-year average.

An unusual feature the present year is that holdings are relatively smallest in the surplus producing states east of the Rocky Mountains.

In the past ten years the average domestic disappearance of wheat in the U. S. was 30,000,000 bus. In 1924 it has been 56,000,000 bus., the exports in the four months 68,000,000; imports 5,000,000 and July 1 carryover 83,000,000, the total accounting for the 302,000,000 ten-year average holdings on Mar. 1.

Stocks of corn on farms Mar. 1 are estimated 45.3% of the crop; a year ago the percentage was 32.8 and the ten-year average 38. The quantity held is 1,315,000,000 bus., compared with 759,471,000 a year ago and a ten-year average of 1,093,000,000 bus.

The disappearance of corn in the four months Nov. 1 to Mar. 1 was 1,616,000,000, the corresponding figure last year being 1,832,000,000 and the ten-year average 1,852,000,000 bus.

Stocks of oats on farms are estimated 37.3% of the crop; a year ago the percentage was 35.9; and the ten-year average 36.9%. The quantity held is 568,000,000 bus., compared with 547,000,000 a year ago and a ten-year average of 510,000,000 bus.—Nat C. Murray, statistician, Clement, Curtis & Co.

### OATS.

Stocks on farms Mar. 1.

	1926.	1925.	5-yr. av.	1921-25.	1925.*
New York.....	15,876	*14,666			*13,603
Pennsylvania ..	19,325	15,882			16,252
Ohio .....	34,545	24,575			20,276
Indiana .....	18,897	21,220			18,960
Illinois .....	57,444	57,999			51,839
Michigan .....	22,364	24,832			20,037
Wisconsin .....	51,761	38,332			36,894
Minnesota .....	82,897	75,638			59,721
Iowa .....	110,972	98,364			89,737
Missouri .....	17,700	13,040			13,773
North Dakota ..	25,430	40,314			29,047
South Dakota ..	39,077	40,619			33,890
Nebraska .....	28,542	27,507			32,289
Kansas .....	13,313	9,241			13,680
Oklahoma .....	6,293	7,500			10,031
Texas .....	1,610	10,883			8,070
Montana .....	5,168	6,390			7,528
Idaho .....	2,499	1,116			1,992
Washington .....	2,682	1,145			2,697
Oregon .....	2,534	1,568			2,606
U. S. total.....	577,064	546,656			502,167

†Per cent of crop shipped.

### BARLEY.

	1926.	1925.	5-yr. av.	1921-25.	1925.*
New York.....	1,465	1,328			1,286
Ohio .....	750	400			597
Illinois .....	2,228	1,654			1,600
Michigan .....	741	741			994
Wisconsin .....	5,598	3,378			3,814
Minnesota .....	10,089	7,688			6,951
Iowa .....	1,711	1,054			1,244
North Dakota ..	11,591	9,399			7,776
South Dakota ..	6,610	5,332			6,734
Nebraska .....	1,302	1,443			2,081
Kansas .....	1,061	1,770			5,496
Oklahoma .....	285	769			534
Texas .....	1,390	2,488			333
Montana .....	753	520			837
Idaho .....	1,364	476			630
Wyoming .....	280	123			142
Colorado .....	2,325	1,439			1,927
Washington .....	402	158			588
Oregon .....	634	167			441
California .....	3,546	1,189			2,876
U. S. total.....	53,466	40,064			46,997

### RYE IN TEN STATES.

	1926.	1925.	5-yr. av.	1921-25.	1925.*
Pennsylvania ..	532	518			11
Indiana .....	279	261			33
Illinois .....	124	180			40
Michigan .....	567	567			50
Wisconsin .....	834	847			47
Minnesota .....	1,015	498			70
North Dakota ..	1,414	1,765			50
South Dakota ..	210	396			65
Nebraska .....	429	438			50
Montana .....	182	112			36
U. S. total.....	6,830	8,113			54.8

\*Last three ciphers omitted.

### Farm Reserves March 1.

Washington, Mar. 9.—The Bureau of Agricultural Economics reports that on Mar. 1 wheat in country mills and elevators amounted to 74,429,000 bus., against 67,622,000 bus. a year ago and 98,283,000 bus. on Mar. 1, 1924. The respective percentages of the crops so held were 11.3, 7.8 and 12.3.

Reserves on farms are reported as follows:

#### CORN LEFT ON FARMS.

	1926.	1925.	5-yr. av.	1921-25.	1925.*
Stocks on farms Mar. 1 (in thousands of bus.)					
Principal producing states.					
New York.....	7,463	5,985	8,534	1	
New Jersey.....	5,892	2,984	4,470	18	
Pennsylvania ..	33,337	16,812	26,674	10	
Ohio .....	88,968	24,985	58,279	20	
Indiana .....	106,699	34,176	71,990	25	
Illinois .....	206,682	109,231	128,531	40	
Michigan .....	27,586	11,930	19,937	6	
Wisconsin .....	32,853	11,362	23,529	1	
Minnesota .....	53,320	29,717	45,109	18	
Iowa .....	253,653	97,772	190,753	25	
Missouri .....	94,629	56,160	72,196	16	
North Dakota ..	4,219	4,488	4,478	8	
South Dakota ..	20,017	24,689	45,859	10	
Nebraska .....	113,568	69,031	102,318	26	
Kansas .....	39,764	40,503	42,721	26	
Maryland .....	14,058	7,158	11,355	24	
Virginia .....	15,505	11,647	22,205	6	
West Virginia..	6,649	3,708	6,317	3	
North Carolina.	18,486	17,934	24,690	3	
South Carolina.	7,404	8,514	14,347	4	
Georgia .....	16,670	21,485	27,877	5	
Florida .....	3,380	3,073	3,913	3	
Kentucky .....	39,008	3,248	37,722	7	
Tennessee .....	29,090	29,326	37,897	10	
Alabama .....	18,880	17,038	23,060	3	
Mississippi .....	16,370	9,408	17,724	1	
Arkansas .....	10,672	11,370	16,443	2	
Louisiana .....	7,276	3,162	8,952	6	
Oklahoma .....	4,413	16,577	20,315	2	
Texas .....	4,558	16,403	37,290	7	
Montana .....	658	832	1,177	1	
Colorado .....	7,844	4,350	9,069	20	
U. S. ....	1,318,793	759,471	1,175,403	19.8	

\*Percentage of crop shipped out of county where grown.

#### WHEAT RESERVES ON FARMS.

	1926.	1925.	5-yr. av.	1921-25.	1925.*
New York.....	1,380	1,162	2,255	36	
Pennsylvania ..	5,907	3,936	6,216	42	
Ohio .....	4,560	5,886	8,192	52	
Indiana .....	3,855	3,187	4,767	66	
Illinois .....	5,741	3,705	7,481	68	
Michigan .....	3,079	3,221	3,557	55	
Minnesota .....	6,113	8,330	7,170	73	
Iowa .....	1,390	1,472	2,512	65	
Missouri .....	3,312	2,780	5,823	66	
North Dakota ..	16,857	21,352	19,907	84	
South Dakota ..	5,180	5,779	6,555	80	
Nebraska .....	5,806	9,363	11,549	77	
Kansas .....	6,733	14,397	21,591	79	
Maryland .....	1,856	1,048	1,826	62	
Virginia .....	2,058	1,604	2,471	25	
North Carolina.	1,027	1,242	1,552	2	
Kentucky .....	363	206	753	16	
Tennessee .....	826	553	688	18	
Oklahoma .....	1,980	3,983	5,838	80	
Texas .....	328	1,615	1,415	50	
Montana .....	5,190	7,252	7,455	78	
Idaho .....	3,906	1,927	4,290	68	
Colorado .....	1,390	2,147	3,998	66	
Utah .....	1,428	596	1,460	42	
Washington .....	3,316	1,847	4,560	65	
Oregon .....	2,079	1,322	2,322	60	
California .....	802	226	948	69	
U. S. ....	99,279	112,042	151,427	68.6	

†Based upon reported percentages applied to entire corn crop. ‡Last three ciphers omitted.



## Farm Reserves.

Chicago, Ill., Mar. 1.—Wheat on farms 14.5% or 97,000,000 bus., based on the official government estimate of a crop of 669,000,000 bus. We believe the crop was nearer 700,000,000. This estimate gives 100,000,000 on farms. Last year there were 113,000,000 bushels or 13% of the 1924 crop on farms. The ten-year average is 17.9%.

Corn on farms 43% or 1,247,000,000 based on official crop. On our crop ideas there are 1,312,000,000 bus. on farms. Last year there were 759,000,000 bus. or 32.8% of the 1924 crop. The ten year average is 38%.

Oats on farms Mar. 1 are reported at 36.4% or 547,000,000 bus. Last year there were 547,000,000 bus. or 35.9% of the 1924 crop. The ten year average is 36.9%.

Condition of winter wheat has declined in the Southwest due to insufficient surface moisture, but would be restored immediately on the receipt of moisture. Little permanent damage has been done. In the Central belt prospects are uncertain. It is thought no important damage has been done since Dec. 1, but an unfavorable spring would be decidedly harmful. The Pacific Northwest and the East have had a favorable winter.—R. O. Cromwell, statistician, Lamson Bros. & Co.

## Rye Movement in February.

Receipts and shipments of rye at the various markets during February, as compared with February, 1925, were as follows:

	Receipts	Shipments	1925	1925
Baltimore, bus.	57,296	669,158	128,571	383,172
Chicago, bus.	117,000	209,000	184,000	97,000
Cincinnati, bus.	5,000	4,200	4,200	1,400
Duluth, bus.	359,794	727,184	86,820	47,001
Kans. City, bus.	15,400	15,400	2,200	1,100
Milwaukee, bus.	117,445	159,895	44,990	63,900
Minneapolis, bus.	350,260	208,500	195,180	114,970
New York, bus.	328,500	1,305,000	2,900	29,400
Omaha, bus.	61,600	60,200	127,992	4,500
Phila., bus.	1,471	76,485	1,300	2,480
St. Joseph, bus.	13,000	5,200	72,716	3,750
St. Louis, bus.	194,219	155,542	16,500	14,400
Superior, bus.	16,500	14,400	3,755	3,750
Toledo, bus.	16,500	14,400	3,755	3,750

## Barley Movement in February.

Receipts and shipments of barley at the various markets during February, as compared with February, 1925, were as follows:

	Receipts	Shipments	1925	1925
Baltimore, bus.	554,861	535,829	756,563	585,874
Chicago, bus.	630,000	1,036,000	166,000	365,000
Cincinnati, bus.	7,000	2,800	62,154	49,999
Duluth, bus.	28,438	129,497	13,000	2,600
Ft. Worth, cars	9	21	169	190
Kans. City, bus.	15,000	19,500	103,600	221,200
Los Angeles, cars	136	74	6,545,300	5,130,240
Milwaukee, bus.	536,180	1,006,000	802,593	1,007,368
Minneapolis, bus.	1,164,900	1,612,130	846,490	1,865,800
Montreal, bus.	110,822	62,132	22	503
New Orleans, cars	1	6	22	503
New York, bus.	571,200	437,000	3,424,000	4,521,000
Omaha, bus.	27,200	28,800	845,600	1,520,400
Phila., bus.	80,294	18,025	4,899,024	3,690,000
Portland, bus.	6,400	3,020	2,163,800	943,200
St. Joseph, bus.	1,750	1,750	613,200	879,200
St. Louis, bus.	44,200	97,600	1,842,400	2,822,740
San Francisco, tons	16,167	6,162	4,847	10,674
Sioux City, cars	11	5	151	115
Superior, bus.	32,643	121,352	739,255	970,510
Toledo, bus.	1,200	4,800	663,600	597,600
Wichita, bus.	2,400	3,600	873,450	943,200

## Corn Movement in February.

Receipts and shipments of corn at the various markets during February, as compared with February, 1925, were as follows:

	Receipts	Shipments	1925	1925
Baltimore, bus.	143,280	86,995	502,231	6,496
Chicago, bus.	1,135,000	6,484,000	2,015,000	2,541,000
Cincinnati, bus.	613,600	473,200	352,800	429,800
Duluth, bus.	1,420	22,827	112	33
Ft. Worth, cars	257	578	189	111
Hutchinson, cars	124	169	7	9
Kans. City, bus.	2,072,500	2,582,500	443,700	671,500
Los Angeles, cars	188	189	80	43
Milwaukee, bus.	1,270,920	1,320,040	863,460	1,051,600
Minneapolis, bus.	1,392,130	3,303,280	1,475,170	2,270,240
Montreal, bus.	19,023	11,550	299,188	207,645
New Orleans, cars	835	204	85	112
New York, bus.	121,000	585,832	1,244,000	1,718,000
Omaha, bus.	1,766,800	1,183,000	572,000	1,028,000
Phila., bus.	58,182	144,749	81,194	238,507
Portland, bus.	98,000	96,604	65,000	80,577
St. Joseph, bus.	780,000	892,500	126,000	118,000
St. Louis, bus.	2,114,000	1,527,400	2,878,000	2,588,000
San Francisco, tons	2,715	2,813	1,641	1,125
Sioux City, cars	154	289	112	104
Superior, bus.	4,439	116,781	50,349	156,289
Toledo, bus.	648,750	311,250	241,900	547,350
Wichita, bus.	188,400	307,200	25,500	42,000

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Montevideo, Minn., Feb. 24.—Shipments have been fairly heavy, tho not as much so as last year.—J. H. Lee.

Benson, Minn., Feb. 27.—Expect to handle 400,000 bus. of all grains this year.—V. H. Richards, mgr. Benson Market Co.

Ortley, S. D., Feb. 25.—Shipments from this station were much heavier than last year.—O. O. Haugen, mgr. Farmers Elevtr. Co.

Watertown, S. D., Feb. 26.—We shipped 30 cars of timothy and clover this year. Corn is shipped in to this point.—Creaser & Jacobs.

Raymond, Minn., Feb. 24.—Shipped over 500,000 bus. of grain since June 1. Are loading our 22nd car today.—J. A. Schemmel, mgr. Raymond Farmers Elevtr. Co.

Fowler, Colo., Mar. 1.—Colorado as a whole is in fine condition. We have our crops well loaded out and have received a good price all the way thru.—Geo. Kapp.

Tulsa, Tex., Feb. 22.—We have shipped 22 cars of grain, seed millet, sudan and cane seed since Jan. 1 and are enjoying a nice business.—Abernathy Mill & Elevtr. Co., Inc.

Evansville, Ind., Mar. 1.—Many of the southern Indiana farmers continue to hold corn. Now that weather conditions are getting better and

## Wheat Movement in February.

Receipts and shipments of wheat at the various markets during February, as compared with February, 1925, were as follows:

	Receipts	Shipments	1925	1925
Baltimore, bus.	630,920	791,991	615,428	616,108
Chicago, bus.	1,167,000	1,511,000	852,000	2,545,000
Cincinnati, bus.	310,800	456,400	158,200	338,800
Duluth, bus.	1,503,315	2,564,845	653,790	866,526
Ft. Worth, cars	487	417	218	580
Hutchinson, cars	519	1,176	1,455,900	3,324,850
Kans. City, bus.	2,616,300	2,697,850	169	190
Los Angeles, cars	169	190	103,600	221,200
Milwaukee, bus.	103,600	221,200	148,644	169,071
Minneapolis, bus.	6,545,300	5,130,240	3,716,890	2,764,850
Montreal, bus.	802,593	1,007,368	22	503
New Orleans, cars	22	503	22	503
New York, bus.	3,424,000	4,521,000	845,600	1,520,400
Omaha, bus.	845,600	1,520,400	4,899,024	3,690,000
Phila., bus.	1,099,024	4,899,024	943,200	1,094,407
Portland, bus.	2,163,800	943,200	613,200	879,200
St. Joseph, bus.	613,200	879,200	1,842,400	2,822,740
St. Louis, bus.	1,842,400	2,822,740	4,847	10,674
San Francisco, tons	4,847	10,674	151	115
Sioux City, cars	151	115	739,255	970,510
Superior, bus.	739,255	970,510	663,600	597,600
Toledo, bus.	663,600	597,600	873,450	943,200
Wichita, bus.	873,450	943,200	611,650	669,000

\*Bushels.

## Oats Movement in February.

Receipts and shipments of oats at the various markets during February, as compared with February, 1925, were as follows:

	Receipts	Shipments	1925	1925
Baltimore, bus.	208,988	145,154	130,064	3,072,410
Chicago, bus.	2,682,000	3,680,000	2,242,000	3,072,410
Cincinnati, bus.	280,000	212,000	240,000	326,000
Duluth, bus.	408,378	321,755	5,646	59
Ft. Worth, cars	189	111	9	9
Hutchinson, cars	7	9	671,500	622,500
Kans. City, bus.	443,700	671,500	80	43
Los Angeles, cars	80	43	863,460	1,051,600
Milwaukee, bus.	863,460	1,051,600	1,475,170	2,270,240
Minneapolis, bus.	1,475,170	2,270,240	299,188	207,645
Montreal, bus.	299,188	207,645	85	112
New Orleans, cars	85	112	1,244,000	1,718,000
New York, bus.	1,244,000	1,718,000	572,000	1,028,000
Omaha, bus.	572,000	1,028,000	81,194	238,507
Phila., bus.	81,194	238,507	65,000	80,577
Portland, bus.	65,000	80,577	126,000	118,000
St. Joseph, bus.	126,000	118,000	2,878,000	2,588,000
St. Louis, bus.	2,878,000	2,588,000	1,641	1,125
San Francisco, tons	1,641	1,125	112	104
Sioux City, cars	112	104	50,349	156,289
Superior, bus.	50,349	156,289	241,900	547,350
Toledo, bus.	241,900	547,350	25,500	42,000
Wichita, bus.	25,500	42,000	19,500	28,500

\*Bushels.

country roads are drying, it is expected that deliveries will be more lively than during the past three months.—C.

Fort William, Ont.—Elevators at the head of the lakes are crammed to within a million bus. of their total blanket capacity. Thousands of cars of grain are in the yards waiting to be unloaded. The order of the Board of Grain Commissioners, denying elevators the privilege of taking in any other than damaged grain for drying, went into effect on Mar. 2.

## George A. Plummer Becomes Connected with Chicago House.

George A. Plummer has become associated with Clement, Curtis & Co., Chicago. Long experience with the grain trade fits him particularly well for the connection.

Mr. Plummer has learned the grain brokerage business from the bottom up. He started in as a boy on the trading floor of the Chicago Board of Trade. Shortly afterward he became associated with Nash-Wright Grain Co. Another step forward in his career was a position of considerable responsibility with S. H. Greeley, who then owned private wires which he later sold to E. W. Wagner & Co. Mr. Plummer joined the Wagner house in 1907 as manager of the customers' rooms and continued in that position for 14 years. During that time he built up many lasting friendships in the grain and milling fields.

His wide acquaintance with and knowledge of the trade makes him well qualified for his present position and with Clement, Curtis & Co., he has the facilities for doing a big business in a big way, since he can be reached from almost any part of the country by the company's own private wires.

Ever since his boyhood days, when he spent his vacations in the Dakotas riding a pinto pony out into the country to watch the threshing machines, Mr. Plummer has been ambitious to serve the grain trade. Recently associated with Hornblower & Weeks, exclusively a security house, Mr. Plummer is glad to be with his new associates where grain and cotton trade opportunities are again available.



Geo. A. Plummer, Chicago, Ill.



### Indiana Dealers Will Go Wheat Pool One Better.

All Indiana grain dealers like elevator operators of every other state are in full sympathy with grain growers in their attempt to realize better returns from the sales of their grain, but every well posted grain dealer knows full well that none of the grain pools have been of any help whatever to producers in getting a better price for their grain. The amount of storage charged by every pool to its members is invariably more than the growers ever paid the elevator operators to market their grain and assume all the responsibility of ownership.

In hope of giving the farmers a clearer understanding of exactly what the pool is charging them for the small service it renders, the directors of the Indiana Grain Dealers Ass'n at their meeting in Indianapolis last week, recommended the use of the following Sales Contract by the members of the Ass'n.

#### Sales Contract.

DATE ..... No. ....  
WHEREAS the seller has insufficient farm storage space for his grain and the purchaser has elevator space for holding grain while awaiting transportation and marketing facilities, therefore, ..... hereafter referred to as The Purchaser hereby purchases and accepts and The Seller hereby sells and delivers ..... bushels of No. .... wheat which is hereby sold, purchased and accepted on the following terms and conditions:

1st. The purchaser agrees to settle and pay for such grain on the basis of the market price at its elevator located at ..... at the time when it can obtain transportation facilities for moving the same to market. The purchaser further agrees to use reasonable diligence in obtaining such transportation and when it is available, will advise the seller thereof and of the current market price for such grain, and at which the purchaser is willing to settle and make payment, such price to be the regular price he is paying for all such grade of grain at that time and place. The seller has the right of election as to accepting such settlement at the time indicated, offers of settlement to be made in conformity with the order in which contracts are executed by the buyer.

2nd. When final settlement is made for the grain, there shall be deducted from the purchase money 1c per bushel for the first (10) days from the date of this contract and (1/30) of one cent per bushel per day thereafter, to the date of price acceptance, this to cover shrinkage, insurance, handling charge and compensation for the privileges and opportunities provided in this contract.

3rd. This contract may be assigned in writing but such assignment will not be binding on the buyer until he is notified thereof, together with the name and address of the assignee, and not then until all deductible claims the buyer may have against the seller and the contract are settled and provided for.

4th. No payment will be made for the grain or any part thereof covered by this contract, until it is surrendered at the elevator, where issued, which must be done on or before ..... 192...

5th. In case of loss of any such grain by fire or tornado, the purchaser shall pay to the seller the current market price for such grain at the

place and date of the loss, and the seller agrees to accept such price and payment in full settlement of this contract and the grain delivered pursuant thereto.

6th. The title and possession of said grain is hereby transferred to the purchaser as fully as if final settlement had been made therefor and all the privileges and hazards of ownership, the possession and disposition thereof are hereby vested in and assumed by the purchaser.

Date ..... 192... at .....

Buyer, .....

Seller, .....

Elevator operators using this contract will not be amenable to the state storage law with its narrow regulations. This contract will enable the grain grower to delay selling his grain until the market has reached a figure where he is willing to sell and then he can sell and realize the full amount due him immediately. He will not have any overhead expenses to pay the pool, or have to wait until the pool managers see fit to effect a distribution of its receipts. He will continue as in years gone by to market his grain as an individual without any interference by anybody or any association. He has full freedom to act at any time upon his own judgment and that is more likely to be in his own interest than any action taken by disinterested pool managers who are seeking salaries rather than results for pool members.

So far as this contract affects the country elevator operator it is in reality a put and he sells the privilege to the farmer for the small

sum of 1c a bushel plus one-thirtieth of a cent for every day grain is held by producer in excess of ten days. Elevator operators who are forced by a scarcity of room to ship out some of the grain held will of course unload the hazard on the traders of the central markets and thereby secure protection against unexpected advances in the market price of grain held for the farmer.

It should be borne in mind that while the Indiana pool handles wheat only, this sales contract is designed to cover all kinds of grain and does help the farmer to get the higher prices and every elevator operator is always eager to pay him.

### For Labeling of Seeds in New York.

A bill, No. 145, has been introduced in the New York State Assembly by Mrs. Graves to amend the farms and markets law of 1922 by a new section to Art. 9 to read as follows:

139-a. Labeling agricultural seeds to show the place of growth. Every lot of agricultural seeds, or mixtures thereof, sold, offered or exposed for sale, within this state, shall have affixed thereto, in a conspicuous place, on the exterior of the container of such seeds, a plainly written or printed statement, tag or label, in the English language, stating the state, territory or foreign country in which such seed or, in the case of mixtures, each kind of agricultural seed present in such mixture in excess of five per centum by weight of the total mixture, was grown.

2. This act shall take effect Sept. 1, 1926.



Aeroplane View of Plants Before Fire.



New Foundations for Six Tanks of Twin City Trading Co., at Minneapolis, Minn.  
[See facing page.]



## Moving Six Large Grain Tanks.

The burning of the working house and feed mill of the Albert Dickinson Co., at Minneapolis, Minn., Aug. 26, 1924, left the company with six large steel storage tanks, each with a capacity of 50,000 bus., and valued at close to \$90,000, that could not be used. Ordinarily a new working house would have been erected, but a large concrete working house close by was held by a company closely affiliated, the Twin City Trading Co., and it was decided to move the tanks, so they could be used in connection with that house.

The old tanks, built 20 years ago by the Minneapolis Steel & Machinery Co., had stood

on a sand fill, and the bottoms were found well preserved by tarred paper that had been spread on the sand.

A contract was let for the moving of the tanks at a cost of about \$6,000 to the Jas. H. Brown Co., and the entire cost was about \$45,000, which is a considerable saving over the cost of new construction. Also, the removal of the tanks brings them into operating connection with facilities for weighing, cleaning, drying and mixing, which represents much more than added storage facilities.

The moving of the tanks presented the difficulties due to their large size, weight, the distance moved, and the fact that a track shed

obstructed the path. These problems were well handled by R. J. Keehn, superintendent for the Brown Co. The new foundations for the tanks were finished Oct. 1, and moving of the first tank was started Oct. 15. Three dollies, each composed of four pairs of rollers of considerable diameter, were placed under each tank in triangular disposition, so that even when passing over rough ground there could be no racking of the riveted joints in the tanks, the three-point bearing giving an equality of support at all stages of the journey, the first step being five-eighths of a mile, to a point where the tank could be moved around the working house and track shed.

The tanks were moved along the railroad right of way, and altho each tank had to cross the railroad tracks at the track shed twice, traffic on the road was not interfered with, as the crossing was effected on Sundays. The engraving herewith shows the trackshed around which the tanks were routed, and the group of smaller tanks in the background, one of which is numbered "54" is their final resting place. The other engraving shows the last tank going into place.

The Twin City Trading Co. has storage for 1,177,000 bus. in 45 tanks and 51 other bins of this plant, the large concrete working house having been erected by the Barnett & Record Co. some years ago.

## Grain Trade News.

[Continued from page 297.]

### WYOMING

Casper, Wyo.—The Chamber of Commerce is considering the establishment of a 125-bbl. flour mill which would also mill corn meal, poultry and dairy feed. A survey is being made in this territory by the Woolcott Milling Co., of Coffeyville, Kan., in order to determine the location of a 125-bbl. flour mill which it intends to build in this vicinity soon.



Last of the Six Tanks Being Rolled into Place.



Working House, Tanks, and in Foreground the Track Shed around which Six Tanks were Moved at Plant of Twin City Trading Co., Minneapolis, Minn. [See facing page.]



## Terminal Markets Grew from Necessity.

By HARRY J. BERRY, INDIANAPOLIS, IND.

In 1848 a group of 83 prominent merchants in Chicago determined to put an end to the chaotic conditions in the grain trade and organized the Chicago Board of Trade. The purposes, as laid down then and as followed today, were to maintain an exchange, promote uniformity, enforce justice and gather and distribute commercial information. From that time other exchanges were formed for the same purposes and by steady growth meeting the conditions which changed from time to time, the present system of handling and marketing grain was developed.

This wonderful system was not caused by an Act of Congress, but grew under keen competition without any private agreements or any price-fixing arrangement. There is nothing that will promote development, resourcefulness and economy like wide-open competition. Thru this competition the present day system of distribution is more economical, effective and satisfactory than any other line of industry has been able to devise. And there is no common article of commerce based on the same value as grain which is merchandised as cheaply.

**Future Trading**—In addition to the cash grain business, a system of future trading was instituted. Millers especially were required to make sales of flour for several months ahead, and in order to protect their sales, would buy wheat for deferred delivery to suit these sales. It was only a short step from buying the cash wheat to buying, say, May wheat, which means May delivery, and this soon gave opportunity for exercising the great American inclination for taking a chance, or speculating. Public fancy has associated speculation with something greatly to be condemned and feared, and some of the outstanding figures in the speculative world are looked upon as undesirable citizens. Contrary to this rather widespread misconception, speculation is recognized by economists as a necessary part of the great system of distribution. It acts as a

balance wheel and is instrumental in preventing wide fluctuations, steadying the markets by a volume of trading at consecutive quotations rarely more than  $\frac{1}{8}$  of a cent apart. It also aids the cash handler in holding before him a constant market to guide his operations.

Mr. Justice Hughes says, "Speculation consists in forecasting changes in values and buying and selling to take advantage of them." Thus the speculator looks to the future values and gives the cash handler the privilege of taking advantage of these future markets.

Another misconception which seems to exist is that Chicago and other Boards of Trade as institutions have anything to do with the trades made within their walls. These Boards of Trade never buy, sell nor own a bushel of grain. All trades are made with individuals, one selling to another. There can be no buyer without a seller, and the May option, for example, in total can neither be long nor short, but must be even. And the term "long" or "short" can only refer to some individual's position on the market.

The terminal market system should be interesting and understood by everybody in the grain business, whether he lives in Indiana or Montana, because it is something we can be proud of and all of us should stand up for it and in these troublesome days view with suspicion the various cure-alls proposed by professed reformers in Washington, who would scrap the present day machinery and put in its place a theoretic plan which they worked out in a few hours, without any practical experience or knowledge of the business.

**The Capper-Tincher Act** now in force has driven many traders out of the market and done no noticeable good. The Caraway bill now under consideration would do away with all option trading. If that goes thru, God help the farmer. Fortunately, this looks unlikely with our present Congress headed by President Coolidge. Any system like this that has taken eighty years to develop by our ablest and best minds cannot be entirely wrong, and we had better hold on to it until it is demonstrated that a better plan has been discovered.

## Work of Federal Government in Grain Inspection.

By R. C. MILLER, BEFORE NORTH DAKOTA GRAIN DEALERS ASS'N.

Several attempts by Congress to pass legislation looking toward establishing uniform grades for the United States resulted in the passing on August 11, 1916, what is known as "the Grain Standards Act." This Act authorizes the Secretary of Agriculture to investigate the handling, grading and transportation of grain, and to fix and establish standards of quality and condition for the cereals as grown and marketed in the United States. These standards are made for the purpose not only of intrastate but also for interstate and foreign shipments and transactions.

The licensed grain inspector, so-called, is not an employee of the Federal Government, but is given a license under the grain standards act, and his work is then supervised by officials in Federal Grain Supervision offices.

**Offices of Federal Grain Supervision.**—There are at the present time about 35 offices of Federal Grain Supervision located at the more important grain receiving markets and grain growing sections in the United States, well distributed over the country in order to most effectively and satisfactorily perform the work of supervising grain inspection. One of the important duties of the Supervision Office is to entertain appeals and disputes as a disinterested party for the benefit of the grain trade, which includes country shippers and producers as well as the terminal handlers of grain. Through the agency of commission men and other means, these offices of Federal Grain Supervision are very glad to help the grain trade at large in getting uniform inspection, and in aiding the general matter of grain grading. Appeals may be brought to this office of Federal Grain Supervision only after the grain has been inspected by some grain inspector licensed under the grain standards act.

Under the previous systems of grading, there was, even with the same designation, very little uniformity in the character of the grain in the so-called No. 1 grade, etc., between different grading sections, whether State or Board of Trade. It would be practically impossible to assign a price to a given grade where the character and quality of the wheat in the grade would depend upon the system applied. For instance, the task of the U. S. Grain Corporation was simplified greatly by having a uniform system of inspection upon which to base prices rather than to place prices on grades under the previous systems of grading.

An example of difficulty in not having uniformity in grading may be illustrated in the

## Modern Alfalfa Mill.

A modern alfalfa mill was recently constructed for the Steel Investment Co. and Steel Bros. at Hazelton Siding, S. D., a large ranch located between Vermillion and Meckling, S. D. This is a large feeding company and also has an elevator near the alfalfa plant.

The alfalfa plant here illustrated is 86x28 ft. on the ground and 50 ft. high, of studded construction covered with galvanized iron. Roofing is of steel placed with cleats.

Power for the leg is derived from a 5 h. p. totally enclosed motor. Adequate storage is provided for hay and a hay track extends the entire length of the storage division for carrying roughage direct to the large mill, with a retarder at the end of the drag to insure an even feed into the grinder.

Machines for grinding alfalfa and grain are driven by a direct connected 75 h. p. motor. An 18-in. mill is used in grinding grain and this discharges into a dump pit from which the ground grain is elevated to the bins and thence to the feeders and fan.

A concrete tank has capacity for 8,000 gallons of molasses. This ingredient is pumped into a large overhead steel storage tank, from which is drawn by gravity into a small steel tank fitted with steam coils for heating to the proper constituency. From this the molasses is pumped to the mixer by a No. 2 rotary pump. The pumps are driven by a 5 h. p. enclosed motor.

Balanced rations are obtained by the use of feeders driven by a 5 h. p. motor and the mixed feed is elevated to the syrup mixer and binds in the cupola by a 32-in. fan direct connected to a 40 h. p. double deck enclosed motor.

All motors were furnished by Fairbanks, Morse & Co. The plant was designed and constructed by the Younglove Construction Co.



Steel Bros. Alfalfa Mill at Hazelton Siding, S. Dak.



# Profits from Cleaning Grain at Country Elevators

From an Address by Robt. H. Black of the U. S. Dept. of Agriculture before N. Dakota Grain Dealers

following instance: There is no uniform test weight for speltz or emmer in the United States, and so far as is known only three states have published test weights for this commodity, namely, Minnesota, which has a test weight of 35, North Dakota, 40, and South Dakota, 45 pounds. Just imagine the confusion which could easily result from having a state of affairs of this kind exist in the country at large; that is, forty-eight states, for all the different kinds of grains or cereals, to say nothing of the different factors which enter into the grading. Multiply this by the number of grain grading centers which have previously existed and do exist today, and the advisability of having a uniform system of grading is certainly very apparent.

**Representative Samples Necessary.**—It is absolutely necessary to obtain an accurate and representative sample of the load of grain for the purpose of obtaining correct inspection. Unevenly loaded cars greatly add to the difficulty of getting representative samples, and it is urged that country shippers make an effort to load the grain as evenly as possible in order to lessen the possibility of getting an inaccurate and unsatisfactory sample. Incorrect grading naturally leads to discontent on the part of the shipper, who may not realize the handicap with which the grain samplers and inspectors are confronted.

Some of the more important points which are considered in connection with establishing grades for quality and condition are as follows: (a) Test weight per bushel, which is an indication of the plumpness of the grain and is one of the outstanding factors indicative of the amount of flour which can be obtained from wheat. (b) Moisture content, which is an indication of the dryness or dampness of the grain. This is a factor not only of inherent or intrinsic value, but one which enters very largely into the matter of safely shipping and warehousing of the grain. (c) Damaged grain, which includes field damaged, sprouted, insect and wild peat, diseased, knelt, or heat damaged, the latter usually induced by long storage of grain with high moisture content. (d) Foreign material, which describes the material not readily removed from the grain by the usual up-to-date cleaning machinery in use commercially.

The more common kinds of foreign material encountered in this section of the country after the wheat has been cleaned include rye, barley, short and hulled oats, kingshead, corn cobs, and wild peat. (e) Purity of class or type, which means freedom of mixture of grains, and in case of wheat of other classes, is given great importance in the marketing of grain, especially in Minneapolis and Duluth. (f) The general condition of the grain; that is, whether sound or out of condition, such as musty or heating grain. This point has reference more to such grain as arrives at market out of condition, that is, either musty or in a heating condition, and is a factor of grading only rarely as compared with the other points mentioned. (g) Smutty wheat is a factor which is very important in connection with marketing and grading the 1925 crop of hard red spring and durum wheat in this section.

**Co-operation Desired by the U. S. Department of Agriculture.**—The Department of Agriculture, through its Bureau of Agricultural Economics and the various offices of Federal Grain Supervision, is very desirous of the fullest co-operation of the grain trade and of the grain producers in connection with the handling, marketing and grading of grain. Constructive criticism and full hearted co-operation are welcomed by the Department in its work. Questionable methods and incorrect grading should be brought to the attention of the proper officials in the right spirit in order to most quickly and satisfactorily attain uniformity and correctness in grading grain.

## Seattle Adopts Improvements in Rules.

On Feb. 18 the following rules and regulations became effective in the Merchants Exchange, of Seattle, Wash.:

Where there are a series of contracts of the same class of grain, any over delivery is to be applied on the next succeeding contract; and any under delivery filled from next car unloaded except in case of last contract where the above conditions will govern.

Rule relating to quantities to be shipped in cars, namely "1,400 bushels of wheat," "40 tons of corn, oats, barley, rye," "12 tons of hay and straw"; also requirement that shippers must load over 5% but not exceeding 10% of marked capacity of car, is now carried in present rules.

Present rule relating to assessment of penalties against parties who delay making returns to country shippers was modified to provide that when final returns are not made by buyers within 20 days after arrival of cars on track at destination, the buyer shall pay seller interest on balances at 10%, it being further understood that inland shippers would have the right to draw on the buyer for any balance due seller, plus interest at the rate of 10%.

The rule relating to change in shipping terms such as "immediate," "quick," prompt, etc., was adopted, effective July 1.

The methods used in cleaning grain at country elevators and the profits which can be made from such cleaning have changed greatly in North Dakota during the past few years. There are several important reasons for these changes.

Higher freight rates have increased the necessity for removing the dockage from wheat, rye and flax before shipment.

New information on the value of screenings as feed for livestock has created a demand for the screenings on the farm and made it possible for the elevators to sell much of their screenings locally.

Better power is available at many stations and this has made better cleaning possible because steady power is one of the prime essentials for the successful operation of any grain cleaner. Electric power and better types of engines permit the operation of feed grinders so that the germination of weed seeds can be destroyed and the screenings put in better form for sale.

The better class of farmers have also begun to realize the necessity for sowing clean grain. This has created a demand for the cleaning of seed grain at country elevators and has also made possible many sales of seed grain.

**What Cleaning is Now Done by Elevators.**—Last week I wrote to about 140 elevators in North Dakota that have installed new grain cleaners within the past 5 years and 90 of these elevators have so far replied to the 10 questions which I asked. Answers were received from nearly every county in the state. A very good picture of the present status of grain cleaning in North Dakota is shown in these answers.

The first question that I asked was "How much of your wheat do you clean?" Over one-half of the operators reported that they cleaned all of the wheat, and nearly all of the others stated that they cleaned all wheat which contained over 3 or 4 per cent dockage. A few of them said that they cleaned all of the wheat containing over 1% or 2% dockage.

The second question which I asked was "What other grains do you clean?" Most of the elevators reported that they cleaned rye and also that they cleaned the coarse dockage out of flax. A few of the elevators are equipped to clean all kinds of grain.

**How Close to Clean.**—Perhaps the most interesting question in the questionnaire was "Do you try to clean to a no dockage basis?" The answers were about evenly divided on this question. Most of those who said that they did not attempt to clean to a no dockage basis, remarked that they did clean to a 1% basis.

It appeared to be the opinion of many that in attempting to clean to a no dockage basis that too much of the wheat is lost in the screenings. Most of this wheat is lost in the fine seed screenings.

**Watch Clean Grain Stream.**—All of the new cleaners are provided with adjustments which make it possible for the operator to save as much or as little of the wheat going into the screenings as he desires. By careful manipulation of these adjustments the country elevator operator can make a difference of 1 to 3 cents a bushel on all of the grain which he cleans.

There is also another problem to be considered in determining whether it pays to clean to a no dockage basis. Some times in removing all of the dockage, the test weight can be raised just enough to make a better grade.

The new types of cleaners as well as the improved old types require very little attention of the operator so far as feeding a steady flow of the grain is concerned. The time which was formerly required in keeping the cleaners running can now be used to better advantage in watching the clean stream to see that advantage is being taken of all possible profits.

**Heavy Local Demand for Screening.**—Five years ago we made inquiry of nearly all of the elevators in North Dakota as to whether they sold screenings locally. Nearly all of them answered "No" or else answered that they sold a very few of the screenings locally, and shipped most of them. This year, only 7% of the elevators reported that they do not sell any screenings locally, 96% of the elevators reported that they sold screenings locally and many of them reported that they did not ship out any screenings and that the local demand for screenings was much greater than the supply.

**Price of Screenings.**—The present average price of screenings at country points is \$15 a ton. A few elevators report that they are getting \$20 per ton for both seed screenings and the wild oats. One elevr. receives \$25 for screenings locally. A few of the elevators charge Minneapolis prices for their screenings and others charge Minneapolis prices, less freight. It may be of interest to some of you to know that some North Dakota stations have shipped

screenings from Minneapolis to their local stations and sold them locally at a profit. This is true at some stations where the demand has exceeded the supply.

**New Government Grades.**—The U. S. Department of Agriculture has established government grades under the provisions of the U. S. Grain Standards Act for feed oats and mixed feed oats. Feed oats refer to a mixture of tame oats and wild oats. Mixed feed oats may be wild oats alone.

These grades became effective on Sept. 1, 1925. A large business is now being done on the basis of these wild oats grades. Wild oats which were formerly referred to as mill oats are now officially called mixed feed oats and sell on the terminal markets at a price close to the price of cultivated oats. Large quantities of mixed feed oats are now shipped to the eastern and southern parts of the United States and to Europe. One eastern seaboard market alone exported approximately 20,000 bushels of mixed feed oats to Europe during 1925. Part of these exports, however, represent Canadian wild oats.

**Mixed Feed Oats (wild oats)** are sold at the terminal markets on the basis of government grades. These oats are graded by licensed grain inspectors, and official grain inspection certificates are issued for them the same as for cultivated oats.

Where the local demand is not sufficient to absorb all of the wild oats available at a country station it would appear to be good business to clean them out of the wheat before shipping the wheat, and ship the wheat and wild oats separately. When wheat containing the dockage is shipped without cleaning, the dockage increases the freight for the wheat. Usually, when such wheat is sold on the terminal market nothing is paid for the wild oats and the wheat generally sells at a lower price than the same wheat would sell for if it were clean. By shipping clean wheat and the wild oats separately a higher price can be obtained for the wheat and a good price can then also be obtained for the wild oats. Clean wild oats are now selling at about 30 cents on the Minneapolis market.

**Cleaning Operation Profitable.**—The amount of money which is taken in by the country elevators from the sale of screenings locally is a large item in the profits of the operator of the elevator. One elevator reports that they have sold \$4,000 worth of screenings since Sept. 1, and many other elevators report that they have sold over \$2,000 worth of screenings since Sept. 1. One house reports the sales of screenings during the past 18 months of \$9,800 and this operator sells screenings at \$14.00 a ton at the present time.

The method of keeping records on the sale of screenings varies at the different elevators, but the reports show that the sales of screenings at the various country elevators have ranged between \$525 and \$6,745 per elevator during the past year.

In answer to the direct question, "How much did you make on your cleaning operations last year?" all of the elevators reporting show an average gain of \$2,156. The remarks made by one elevator are very interesting. The manager stated: "The charges for seed cleaning together with sales of screenings has put us on the right side of the ledger, whereas, if we did not have the cleaner we would not have made expenses." This is typical of the remarks made by many of the elevators reporting.

**Custom Cleaning.**—In answer to the question, "Do you clean seed grain for your customers?" 95% answered "yes." The charges for cleaning seed grain are 5 or 6 cents a bushel at most of the stations. A few stations report charges of 7 to 15 cents a bushel for special cleaning, while a few others report charges of 2 to 4 cents for cleaning seed grain for customers. Only one elevator reports that they make no charge for cleaning seed grain for customers.

One elevator operator reports that instead of cleaning seed grain for farmers that they buy customer's wheat at market price and sell clean seed wheat at 15 cents over the prevailing market price for the grade. In this way, the elevator retains the dockage but absorbs the loss of wheat or shrinkage in cleaning. This system is quite popular in some places because the elevator is ready to deliver clean seed wheat to the farmer immediately at any time that he may come for it.

**Four Essentials.**—There are four essentials for the most profitable operation of a cleaner at a country elevator. First, a good cleaner; second, a good operator; third, a demand for screenings; and fourth, a large enough volume of grain to be cleaned. Good cleaners can be bought; competent operators can be hired; and an efficient manager can develop a strong demand for screenings and increase the volume of grain handled by the elevator.



# Valuing Corn by Test Weight

Grain buyers of long experience at country stations are good at guessing the value of corn hauled in by the farmers; but there is always a feeling of dissatisfaction when the farmer is not shown the basis of the grading or price quoted.

When the test weight is used the dealer can justify his payment of less to one farmer than another when the tester showed a lighter weight. The figures on the beam speak for themselves. The use of the tester also has the advantage that buyers at different points can pay exactly the same price as their neighbors are paying for corn of the same quality.

The most important factor in the federal government's system of grading corn is the moisture test; but it is not practical for the country buyer to make a test on each wagon-load. It takes too much time. Fortunately the test weight bears a definite relationship to the moisture test; so that a system of discounts for lower tests can be devised that will approximate the actual grading by government rules.

Such a system has been worked out and was explained by J. J. LaDue of Mankato, Minn., at the recent meeting of the Tri-State Country Grain Shippers Ass'n. He said:

This plan was put into operation by the Southern Minnesota Managers Ass'n which is an ass'n that admits into its membership any independent grain dealer, or managers of farmers' elevators and line corporation elevators, or superintendents of elevators.

We do not advise against determining values by moisture test whenever it is possible to make both a moisture test and test weight.

Wherever it is the desire to promote and keep harmony it is not possible to do so by any hit and miss method of determining values where as stated before it is not possible to make a moisture test before placing values.

This matter was discussed at one of our meetings several years ago when we had a crop of corn that did not mature and when over 75% of the crop was sample grade and the range in values at the terminal markets was from 30 to 60 cents.

At this meeting I was requested to gather samples of corn, make tests and devise and submit some plan of using test weights which would in as large a measure as possible reflect the values at terminal markets.

After doing this we called another meeting and the plan submitted was adopted and has been in use in our territory ever since.

No two crops being alike it is necessary each year to make tests and establish a working basis for the individual crop of the year.

We do not claim our plan is infallible and without faults, nor does it establish a complete, positive ratio between moisture tests and test weights, but so far it is the best plan we have been able to devise so that any number of dealers could have the same method of determining values and comply with the requirements of the Government and insure the seller of an intelligent value being placed on his corn when there is not time to make a moisture test.

The object of our method is to arrive at an intelligent value on low grade corn when the range in values at terminal markets is wide and the country buyer has not the opportunity of submitting his samples to consumers for bids and must place a value on the corn immediately when offered for sale.

Neither will any plan appeal to the man who is not willing to see all patrons of any elevator treated alike and on a basis that will allow the grain dealer a margin of profit that will be fair and reasonable to both the buyer and seller. No one can question the fact, that where two lots of corn have the same moisture content, but one lot testing by weight several pounds more than the other, but that the heavier lot is worth more than the lighter for all purposes. The farmer knows it and although we may be mistaken we believe our plan comes nearer to determining the actual value than any method in use at this time. To the man who is skeptical, I wish to say we are open to conviction and ready and willing to adopt any plan that will furnish a better working basis than ours.

The grades, test weights and moisture tests are those fixed at terminal points, about half of them being tests made at the cleaning house of Hubbard and Palmer and the balance at Minneapolis, Milwaukee and Chicago.

The values used are those quoted in the Grain Bulletin card of Jan. 27th, which is relayed to our territory from Bingham Lake.

The discounts quoted on this card for the test weight plan were 3c for each pound lighter weight test under 53 lbs. and 53 lbs. is the basic

weight used for No. 4 corn quoting the same value for 53 lb. corn that was used for the value of No. 4 corn by grades according to moisture.

In addition to results obtained by making a large number of comparative tests early in the crop movement or rather because of these tests, another governing factor for using 53 lbs. as the basis for No. 4 grades was the fact that it was very rare to find any corn testing 53 lbs. and equally rare to find any No. 4 corn by moisture test.

Our bulletin card of Jan. 27th was based on the average closing quotations of 4, 5 and 6 corn in Milwaukee for that date and sample grade was quoted at 6c under No. 6.

The quotations on bulletin card of Jan. 27th were as follows:

Grades—No. 4, yel. 58c, No. 5 yel. 55c, No. 6 yel. 51c, sample grade yel. 45c. Test wt. plan—53 lbs. yel. 58c, 3c dis. per lb. for each pound lighter weight test under 53 lbs.

Mixed and white corn 2c less than yellow.

The station values of grades on card were quoted at 16c off Milwaukee at stations taking a 20½c rate per cwt.

The spread at Milwaukee on this date was 3c between 4 and 5 and 4c between 5 and 6 and we used a discount of 3c per lb. for each pound lighter weight test under 53 lbs. in quoting values for the test weight plan.

The following is a copy of existing instructions given to the relay station at Bingham Lake where the bulletin card is mailed for our territory:

"Use 53 pounds test weight for basis in quoting values of No. 4 corn on test weight plan. When the sum of the two spreads between 4 and 5 and 5 and 6 is 6 cents or less use a discount of 2 cents for each pound lighter weight under 53 pounds. When the sum of the two spreads is over 6 cents use a discount of 3 cents for each pound lighter weight under 53 pounds."

The Managers Ass'n has a com'lite to supervise these instructions, which at all times are with the approval of the head office of the Grain Bulletin.

Results on 54 cars are given in the table herewith.

## RESULTS ON 54 CARS.

Test Weights	Moisture Tests	Station Values by Grades Card of Jan. 27	Station Values by test weights at 3c discount per lb. Card of Jan. 27	Station Values by test weights at 2c discount per lb. Card of Jan. 27 (Test wts.)	Station Values by grade and test weights at 2c discount per lb. of the weights at 2c discount per lb. of 4 and 5 spread between both 4 and 5 and 6 had been exactly 3c (Grades)
47½	24.6	45	40	46	46
49	22.6	51	46	50	52
49	23.5	45	46	50	46
50½	21.	55	49	52	55
48	23.3	45	43	48	46
50	21.4	55	49	52	55
47½	23.	51	40	46	46
50	21.4	55	49	52	55
51	21.3	61	52	54	52
47½	25.8	45	40	46	46
50	22.	61	49	52	52
47	23.	51	40	46	46
49	22.3	51	46	50	52
49	22.5	51	46	50	52
49	22.	51	46	50	52
49½	22.5	51	46	50	52
49	24.6	45	46	50	46
48	24.2	45	43	48	46
49	26.5	45	46	50	46
48	25.	45	43	48	46
49½	24.4	45	46	50	46
49	23.	51	40	46	46
48	23.	51	43	48	52
49½	23.	51	46	50	52
51	21.	55	52	54	55
46½	25.	45	37	44	46
47	25.5	45	40	46	46
47½	23.6	45	40	46	46
47	26.5	45	40	46	46
48	24.	45	43	48	46
50	22.5	51	49	52	52
50	22.5	51	49	52	52
47½	24.5	45	40	46	46
48	22.5	51	43	48	52
48	24.5	45	43	48	46
46½	24.6	45	37	44	46
48½	23.	51	43	48	52
50	23.	51	49	52	52
49	24.8	45	46	50	46
49	24.	45	46	50	46

49	23.	6	51	46	50	52
47	24.	5	45	40	46	46
49	23.	6	51	46	50	52
50	23.2	5	45	49	52	46
50½	22.	6	51	49	52	52
48½	24.5	5	45	43	48	46
48	24.	5	51	49	52	52
49½	24.	5	45	43	48	46
48½	24.5	5	45	43	48	46
46½	25.	5	45	37	44	46
49	24.	5	45	46	50	46
50	22.	6	51	49	52	52
48½	24.5	5	45	43	48	46

Tot.,	2629	1272.5	2596	2406	2648	2646
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Aver.,	48.68	23.5	48.07	44.55	49.03	49
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As the season advances and corn cures and moisture contents less and test weights higher the ratio between the two becomes more equal and your discounts on test weights become less.

As an illustration I give a table herewith with comparisons on 32 cars of higher grade corn, 16 of which were No. 4; 6 No. 5; 4 No. 6; and 6 sample grade.

Nearly all of the No. 4 corn was handled through a corn drier and the grades of all cars were determined at the terminal markets of Minneapolis, Milwaukee and Chicago.

The same card of Jan. 27th was used in fixing station values for comparison.

## TERMINAL RESULTS ON 32 CARS.

Test Weight	Moisture Tests	Station Values by Grades	Station Value at 1c discount	Station Value at 2c discount	Station Value at 3c discount
47½	22.3	51	53	46	40
48	22.3	51	53	48	43
47½	23.6	45	52	46	40
49	18.1	4	58	50	46
50	19.9	5	55	52	49
48	21.5	5	55	48	43
50	20.4	5	55	52	49
49½	23.3	4	55	50	46
49	23.3	4	55	50	46
51	18.6	4	58	54	52
50	19.	4	58	52	49
46½	23.6	4	45	51	44
47	22.	6	45	46	40
48	22.2	6	51	53	48
49½	18.6	4	58	50	46
49	19.2	4	58	50	46
50	18.4	4	58	52	49
50	18.5	4	58	52	49
50	18.	4	58	52	49
50	18.8	4	58	52	49
50	19.5	4	58	52	49
49	23.3	4	45	54	50
50½	16.3	4	58	52	49
48	18.3	5	55	48	43
49	19.5	4	58	50	46
50	16.	4	58	52	49
48½	18.3	5	55	48	43
50	19.	4	58	52	49
50	17.	4	58	52	49
49	19.5	4	58	50	46

Tot.,	1570½	646.5	1732	1727	1598	1469
Aver.,	49.07	20.2%	54.12	53.96	49.93	45.9

## From Abroad.

Minneapolis, Minn.—We have received a cable from Buenos Aires saying, "Estimate out of farmers' hands 600,000 tons (24,000,000 bus.), about 30% of the new crop of flaxseed." Over 17,500,000 bus. will be shipped out of Argentina.—Archer-Daniels-Midland Co.

Greece.—Minimum rates of the new import tariff are to be enforced on cereals, in the grain; wheat flour, with or without bran; flour of other cereals; pulse in general, and livestock, whether they originate from countries with which Greece has concluded commercial treaties or not. Maximum rates on these commodities ranged from 25 to 40 per cent higher than the minimum rates.—Acting Commercial Attache C. E. Dickerson, Jr., Athens.

Argentina.—Slight damage to the Argentine corn crop in some parts of the country is reported as a result of the very hot weather and lack of rain. The bulk of the crop, planted in October and November, should now be nearing maturity, but favorable weather conditions and an adequate supply of moisture are still needed for proper development. The condition of cotton is good. Threshing of small grains is making rapid progress.—International Institute of Agriculture at Rome.



# North Dakota Grain Dealers Ass'n at Grand Forks

Despite a temperature of ten below zero the band led over 150 men attending the 15th annual convention of the Farmers Grain Dealers Ass'n of North Dakota to the Grand Forks auditorium some six blocks from the hotel Tuesday morning, March 2.

Pres. R. F. Gunkelman of Fargo called the first session to order at 10:30 a. m.

The grain men's band, composed of twenty pieces, played several introductory selections. Sec'y "Pete" A. Lee led the audience in singing America to the band's melody.

DR. A. J. D. HAUPT delivered the invocation.

HON. H. O'KEEFE, Pres. of the Grand Forks City Commission delivered a warm welcome, offsetting the chilly atmosphere of the meeting hall.

PRES. GUNKELMAN responded and with a humorous remark about the limited reservations left for the trip to Winnipeg concluded with the following president's annual message:

## Pres. Gunkelman's Address.

The North Dakota Farmers Grain Dealers Ass'n, in the fifteen years since its organization, has enjoyed a steady growth until today the organization thru its membership represents upwards of fifty thousand farmers. The growth of this organization and its achievements have been made possible only thru a whole-hearted co-operation on the part of its membership with the officers of the organization. On behalf of the officers, I wish to extend to you our appreciation of your loyalty and support.

The storage of grain has in recent years become a problem affecting the profitable operation of all country elevators. Under our present storage law, the farmer can store cheaper in the elevators than in his own granary. With the introduction of trucks, grain is rushed from the farm to the elevator. There the farmer very often accepts a storage ticket. Very few elevators can carry all of this stored grain. A large part of it must be shipped out. It then becomes part of the visible supply and depresses the market. The elevators selling when there is a big movement of cash grain, must buy the futures. Later when the farmer sells his grain, the futures held by the elevators must be sold when the demand for cash grain is keener and premiums higher, thereby causing the elevator a loss and gradually making it necessary to buy on a wider margin. Our next legislature should be impressed with the fact that adequate storage rates should be provided; rates commensurate with the service rendered, or give the elevator the option of doing a cash business, if they cannot store the grain offered for storage at the station.

**Holding at Sampling Point:** In the past few years the protein content of wheat has become the determining factor in establishing the market price. The shipper, in knowing the protein content of his grain at time of loading, bills his shipments to be held at sampling points. According to protein content, either Duluth or Minneapolis may be the best market for his car. This procedure on the part of the shipper has caused a serious congestion at sampling points and brought the railroads up against a problem that has become very serious. In fact, the problem confronting the railroads has become so serious that the shipper is now threatened with the loss of this privilege.

**Farm Relief:** Certain groups are again asking Congress for farm relief and for legislation that will take care of farm surplus. The demand for such legislation is now coming from the corn states where farmers are in even greater distress than our farmers in North Dakota were a few years ago. It is not so much a problem of marketing the crops of these corn states as it is the problem of deflating land values boosted to abnormal prices during war time and the period shortly afterwards. Many plans are now being presented by politicians, perhaps not so much with the end in view of helping the farmers out of their difficulties, but incidentally to help re-elect these men to office. My friend John Gustafson, former president of the National Farmers Grain Dealers Association, recently made a statement that what the farmer needs more than anything else is to be left alone to work out his own problems.

Dr. Coulter of the North Dakota Agricultural College recently outlined in a brief summary various plans now being presented for farm relief.

All of these plans may have some merit. However, we should give them careful study before asking for any changes in our present marketing system.

As elevator operators, we should study the needs of our local community, and then operate our plant so as to give the maximum of service to our customers. We must strive for greater efficiency in the local unit before we can hope successfully to enter the terminal market. Next to an efficient local organization, it is necessary to have a live state organization; an organization so functioning that it may meet any emergency that may confront it.

**Increased Freight Rates:** This past year greatly demonstrated the need of such an organization. Shortly after our Bismarck convention, we learned that the railroads were planning a general increase in freight rates on grain and grain products. We were, however, surprised when the railroads filed for an additional specific increase for North Dakota, this above the general increase for the western states. Your Executive Committee was hurriedly called into session. We considered the matter of great enough importance to call a meeting of the whole Board at Devils Lake. At this meeting the Board authorized the Executive Committee to prepare to fight this increase in freight rates. The Executive Committee met shortly after this meeting, in Fargo, and consulted with Karl Knox Gartner, traffic attorney from Washington, D. C. We retained Mr. Gartner and he at once took action, filing his complaint on July 15th, and secured a suspension of the proposed tariffs on July 31st; the suspension to hold until sometime in October. A further suspension was secured shortly before the case came up for hearing. We filed a formal complaint and asked for a hearing. The case was finally heard before Examiner Fleming at Fargo from Nov. 19th to Dec. 2nd. The result of the case, if they have not already been mailed, will come forward to you within a short time. We may expect a final decision some time during the year.

At the outset of the case the railroads agreed to a further suspension of the proposed tariffs until June 1st, 1926, thereby saving North Dakota producers several million dollars.

The case lasted fifteen days. The railroads had their best attorneys there in numbers. Your Secretary, Mr. Serungaard, and your President spent most of their time in the court room during the case. We wish to express our appreciation of the co-operation on the part of the witnesses who came in and spent days in Fargo before they were called to the witness stand. We are also greatly indebted to the North Dakota Railroad and Warehouse Commission for their co-operation, and to Rex Willard of the Agricultural College, who, under the direction of the Commission, brought out some very valuable testimony; to Dr. Coulter of the North Dakota Agricultural College, Mr. Durant, Grand Forks Traffic Commissioner, Mr. Kelsier, Traffic Commissioner for the city of Duluth, and Mr. Williams, Traffic Commissioner for the city of Fargo. All of these men gave us their support and proved to be very valuable witnesses.

At the outset your Executive Committee fully appreciated the task we were up against in fighting this Grain Rate Case. Not only were we to see that evidence be prepared for our case, but also raise the money necessary to carry the case thru to a finish. However, we had faith in the men back of us. Our Secretary was instructed to bombard you with letters, explaining the need of making the fight and also explaining to you the need for funds, asking you for contributions. We were sure that if we could get the facts before you that the money would be forthcoming. Your response has been very fine. We still need additional money.

You, of course, are familiar with the fact that in our case we asked for proportional rates on grain moving over Duluth thru the Lakes. This would help us to meet Canadian competition on export grain and especially help us on our durum wheat which moves largely to the export trade.

In fighting the case, we felt that the railroads serving this territory were more prosperous than the farmers living within the territory and that the farmers could ill afford an increase in rates on their products at this time. I am convinced that an increase in freight rates on grain would react unfavorably on the railroads serving this section.

I will not attempt to go into further details with reference to the activities of our organization. I believe we all appreciate the need of an efficient organization that stands ready at all times to tackle the problems affecting the grain trade.

Let us all unite in an effort to get all of the Farmers and Independent Elevators of the state into our Association during the coming year, thereby building a larger and better Grain Dealers Association for North Dakota.

## Secretary Lee's Report.

SECRETARY PETE A. LEE presented his annual report from which we take the following:

This is the fifth annual report given by your present secretary, as secretary, and the sixth consecutive report, taking into consideration the Field Secretary's report of 1921.

It would be the height of ungratefulness not to acknowledge the many kindnesses and loyal support that your officers, and especially your secretary and his force, have been given during the past year. It has been a year of achievements, and it has been a record year from the point of new members, increased loyalty and assistance rendered in making it possible to perform the work which was thought advisable and necessary. We are not only grateful to the many new members for their evidence of good will, but we are also grateful to the older members who are making more and more use of the facilities afforded through the Association office. This has, of course, made more demands upon the secretary's time, energy and ability, so that it is possible that he has not been able to get in personal touch with the members. On the other hand, it has been our position that prompter service and quicker action could be gotten by taking care of the office work and correspondence than by spending so much of the time on the road. Ever with this in mind, your secretary during the year 1925 has covered perhaps more miles than in any other year. It is estimated that he traveled by automobile and train approximately 25,000 miles.

From the standpoint of ability to serve and doing the things that should be done in the interests of the grain trade, the organization should have at least 500 members, but it very naturally takes time, patience and energy to reach that goal. At the time of making this report, the indications are that we will have the largest convention in the history of the Association from an attendance point of view. This will create more interest, more enthusiasm and awaken our non-members to the fact that an organization such as this is necessary.

**Freight Rate Case:** We are grateful to the members of the Executive Committee for the amount of time they have spent in the interest of the grain trade of the state during the past year. This year secretary believes applies especially to Messrs. Serungaard and Gunkelman, who during the hearing of our grain freight rate case, spent from Nov. 18th to and including Dec. 4th, in the Federal Court Room assisting our very able counsel, Karl Knox Gartner, in looking after the interests of the farmers of North Dakota. It might also be well to state here that the only reason the third member of the Executive Committee was not able to spend as much time during the progress of the freight rate hearing was because of his poor health.

We should express our appreciation of the efforts on the part of the Board of Directors, or at least a majority of them. Your secretary wishes especially to remember to the convention the efforts put forth by Messrs. Garber and Steens, who have spent time and money in calling on the elevators in their respective communities or districts and have done a great deal to make it possible for the Ass'n to carry on the Freight Rate Case. We are also reminded of the very splendid efforts and results secured by our members at Walhalla, N. Dak., namely Lee & Son, working we believe, in close harmony with Mr. Fox of the Walhalla Co-operative Elevator Co. Walhalla raised for the freight rate case up to the time of making this report a total of \$368.00.

**Exhibit C:** We desire to call attention to Exhibit C in the audit report, which exhibit is a statement of receipt and disbursements in the freight rate case fund. We believe it is well to state here that all contributions received to the freight rate case fund were and are kept entirely separate from other Ass'n funds, and that the expenses incurred in soliciting the funds to this case, which by the way was done entirely by mail, were carried by the State Ass'n, and that the expenses incurred by the Ass'n in this particular feature considering the meeting held by the Executive Committee as well as the Board of Directors, totaled approximately \$650.00. Up to Jan. 30th when the books were closed, 238 contributions had been received, a total of \$9,638.00, which together with interest received on bank balances of \$10.25, makes a total of \$9,648.25. During the month of February we received in contributions to this fund \$200.00. It will be seen by this that we are still going to need about \$6,000.00 and your secretary has been led to wonder where this money is to come from.

The Executive Committee made tentative agreement with Karl Knox Gartner, Traffic Counsel of Washington, D. C., to represent us in this case at a fee of \$15,000.00, eight thousand of which had been paid on Jan. 30th, and one of which has been paid since, leaving \$6,000.00 owing Mr. Gartner. The action of the Executive Committee was approved at a meeting of the Board of Directors held at Devils Lake on Aug. 14th. In addition to the \$6,000.00 still due Mr. Gartner, we will have approximately \$800.00 more to pay for copies of the records in the case, this because of the ruling by the Interstate Commerce Commission that but one copy will be supplied free of charge. The Board of Railroad Commissioners for the state of North Dakota, of course, insisted that they were entitled to the free copy, and likewise the North Dakota Fair Freight Rate Ass'n, due to the fact that the three cases were consolidated



into one. It was therefore suggested that perhaps the easiest way out of this apparent difficulty was to get all three copies and pro rate the expenses of the same. The question at this time, therefore, resolves itself into this: How and where can we raise the amount necessary to defray this debt which has been assumed by the Ass'n?

**Antiquated Storage Laws:** We have asked Mr. McDonnell of the Board of Railroad Commissioners to discuss this question with you, and likewise our Attorney-General, Mr. George F. Schafer. It is your secretary's contention that the present limit allowed by law is entirely inadequate, and we want to bear in mind that the present law was enacted at a time when grain could be stored at a great deal less expense than it can now, and further that it was not the practice until the last few years to rush the grain in from the threshing machine to the elevator thereby adding to the burdens of the elevator manager in knowing how to handle the large amounts of grain offered for storage. It is out of the question for the elevator company to furnish sufficient storage capacity in all events, but certainly with storage rates being so low, it is not good business for the farmer to furnish storage room on his farm, and it might be well to say that if we grant this to be true, it is equally poor business for the Elevator Co. to provide storage room for him. In other words, higher storage rates should be permitted, and further that it should be mandatory upon every elevator to charge the amount allowed by law. It is our belief that with a crystallization of thought and a full discussion of this subject it should be comparatively easy to see the next legislature to enact storage laws along the lines suggested.

Your secretary has made several attempts to interest the Board of Railroad Commissioners in this proposition, suggesting that they arrange for meetings in the different sections of the state, when all those interested could state their views with a view to the Board of Railroad Commissioners submitting a new set of laws relating to the storage of grain.

I am submitting herewith as a part of this report, the Auditor's statement of Resources and Liabilities of the Ass'n, showing the Receipts and Disbursements for the eleven months' period beginning March 1st, 1925, and ending Jan. 30th, 1926. The report shows a very healthy condition and a decided improvement over a year ago.

**Membership:** A year ago we reported 399 members, 51 of whom were in arrears, 294 being renewals and 54 new members. This year on Jan. 30th, we had a total of 389 members, eight of whom are in arrears, 311 being renewals, and 70 new members. Since the first of February three new memberships have been received, making a total for the year of 73.

Your secretary believes that the fiscal year of the Ass'n should close with the calendar year, thereby making it easier to compile the reports in each department.

**Our fidelity bond department** had an increase in the number of elevators availing themselves of our services in this respect. A year ago 106 members carried fidelity bonds through the Ass'n on 135 men. This year we have 117 companies carrying bonds on 136 men, the total amount bonded being \$504,500.00, the premium paid thereon being \$1,700.50. The reason for the increase of 11 members with only an increase of men bonded of one, is caused by the fact that in 1924 the Ass'n carried the fidelity bonds on the salesmen for the State Mill & Elevator which was during the past year transferred to the State Bonding Department.

**Our Warehouse Bond Department** was indeed very successful in 1925. 354 bonds were furnished to 271 companies for a total amount of bonds of \$3,246,800.00, and a premium income of \$19,420.50. In 1924 we reported 268 bonds and 222 companies, the total volume being \$2,518,500.00.

**Our Employment Department** is not as successful as one might hope. We believe the report made a year ago needs no further comment.

**The value of public liability insurance** was stressed by Sec'y Lee by citing the case of a member. It happened that a dyer roared thru this particular town just as the woman drove a horse team into the narrow driveway of the elevator. The team became frightened, the combined efforts of the manager and this driver did not check the unruly horses as they dashed out of the driveway and thru the railing of the curved exit. The load of grain was partially salvagable and of course the wagon was damaged beyond repair, but in addition two of the horses were killed and the woman was confined to the hospital for some weeks. Rather than stand the inconvenience, unfavorable publicity, and expense of a suit (the outcome of which would be doubtful considering North Dakota's laws fixing the responsibility for accident upon the owner of the land on which the accident occurred), the owner of this elevator paid out \$2,000 to cover losses suffered by this producer.

Satisfactory arrangements have been made with a bonding company to handle the public liability insurance of those elevators desiring same at a cost varying from \$10-\$18 yearly per \$10,000 damage. "Your Workmen's Compensation Insurance does not protect you from public liability," he warned.

The sec'y's report was adopted as read.

SECY LEE cited the unbecoming conduct on the part of the same of those attending last year's convention at Bismarck and reiterated in detail the proceedings of a special meeting called to enlist the support of representations of commission firms against the unlawful transportation and unbusinesslike proffering of liquor to convention delegates. Attendance at this meeting was voluntary nevertheless the meeting represented but slightly less than 50% of those invited. It was their unanimous opinion that the evil should be corrected.

PRES. GUNKELMAN in linking his concluding remarks with the sec'y's report on storage favorably commented on the efficiency of the Royal Grain Commission of Canada in compiling a representative survey as to whether or not an increase was warranted in present storage charges. In quoting from this report it appears it costs a Canadian country elevator (handling an average of 116,000 bushels of grain annually) just 3.48c to take a bushel of grain thru the house alone. The average cost of storing is placed at 1.2c per bushel per month.

With the announcement that seven Pullmans were on the Great Northern siding for the accommodation of those unable to obtain hotel beds or cots, and further that the directorate of the ass'n had pledged government officials that the 600 going on the Winnipeg trip would not attempt to smuggle Canadian liquor across the line the President adjourned the first session with a warning to unnaturalized citizens taking the Winnipeg excursion.

### Tuesday Afternoon Session.

PRES. GUNKELMAN called the second session to order promptly at 2:15 with over 300 present.

The band had gained a number of members and now totaled thirty. Presumably they had never played together before, with the exception of at previous conventions. Their excellent execution was the theme of the town's comment. Their perfection defied comparison. O. J. Hillesland, manager of the Farmers Elevator Co. of Douglas, N. D., is the leader. Obliging they responded to the hearty applause awarded their efforts. The trip to Canada for the entire band demonstrates the pride taken in the organization by the delegates.

ROBERT H. BLACK, in charge of the grain cleaning investigation of the U. S. Department of Agriculture, located at Minneapolis proved conclusively that "cleaning grain pays." His address will be published elsewhere in this number.

A. S. HOUGH, manager of the South-side Farmers' Union, Dawson, N. D., questioned Mr. Black concerning whether cleaning the grain raised the grade, to which Mr. Black replied, "any net grain loss sustained from cleaning operations is due either to the operator's carelessness or scanty operating instructions given the operator by the manufacturer, as the net grain loss from cleaning wheat alone should never exceed 1%. Cleaned grain brings an average of 3c a bushel premium."

H. R. FRITAG of Max maintained that no premium is paid for "no-dockage" wheat!

PRES. GUNKELMAN replied that if a commission merchant wouldn't pay a premium for cleaned grain it was time to change connections.

MR. HOUGH advised that the high grade cleaned wheat could be mixed so that the lower grades might be worked off profitably and that the results of proper mixing were that the average grade on the poorer grain would be raised while the grade of the better and cleaned grain would be unaffected.

PRES. GUNKELMAN interjected the suggestion that the commission house be complimented on a good sale and be scored on a poor one.

Old style fanning mills were dealt a body

blow by the president, it being definitely established that a modern cleaner is not only an excellent investment, but that it will pay for itself in a few years.

R. C. MILLER, Federal Supervisor, declared that cleaning grain often raises the grade as the dockage is removed before it is graded. It is of course understood that the cleaner used is capable of removing the light wheat in addition to the dockage.

The inability of a one-leg elevator to clean grain while attempting to handle an entire crop in two or three months was brot to attention by a manager of such a house.

In this regard compulsory storage laws were specifically cited as having a tendency to slow up delivery which would permit proper cleaning.

H. L. LARSON, manager of the Farmers Grain & Shipping Co. at Antelope, Montana suggested cleaning attachments for the threshing machine, he feeling it was impossible to clean grain as rapidly as it is offered. "In Oregon," he said, "grain containing over 2% dockage can not be accepted by the elevator, the threshers being held responsible in case the dockage should run over this per cent." Farming methods, faulty equipment, poor quality seeds, etc., are all equally responsible for the high percentage of dockage suffered by the producer.

E. R. MONTGOMERY, one of the hosts, sang two baritone solos, the latter being the famous "Prison Song," which was humorously dedicated to H. A. Nicholson, proprietor of an elevator at Crary, N. D.

M. J. CASEY, manager of the Farmers Co-op. Elevator Co. at Spring Brook, N. D., after the above bit of pleasantry, questioned those with cleaners as to whether they pay the farmers anything for the wild oats cleaned out of the grain over a certain per cent.

The answers varied; some charged so much for cleaning the grain in the first place and some did not. A few bought all the farmers' grain outright and sold the screenings locally, maintaining that the increased value of the cleaned grain offset the price paid for the dockage removed, others paid only for the cleaned grain, returning the dockage removed. All agreed that a good cleaner was a profitable investment.

Insufficient storage charges were plucked from the foregoing talk and the opinion of those in a position to know was unanimous for higher storage charges.

South Dakota's storage laws providing a mandatory charge of 3½c per bushel for handling wheat and flax and 3c per bushel for handling corn, oats and other coarser grains, and 1/30 cent per bushel per day for storage, were read and commended.

The question of indefinite storage arose and Mr. McDonnell passed judgment to the effect that no cut off is required or provided for by North Dakota laws, as warehousemen must store grain indefinitely. In this regard the Minnesota law was cited, the storage period expiring July first, however redelivery privileges in Minnesota renders the cutoff law inoperative.

PRES. GUNKELMAN recommended that a date should be set by law for cutting off. Free storage was also rapped, Mr. Gunkelman taking the stand that the elevator cannot give the producer something for nothing without taking something additional from that producer on another deal.

BEN C. LARKIN, chief state elevator accountant, set forth that there were 1757 elevators in North Dakota, most of which get their regular monthly reports in on time. The few that do not, numbering between 25 and 30, were cited as inefficient moss-backs.

The total amount of warehouse bonds in relation to the amount of grain in storage was cited as of Jan. 31.

Mr. Larkin earnestly recommended the paying of higher salaries to better grain buyers. Reliable audits are worth many times the



ference in cost over a cheap audit prepared by an incompetent, inexperienced, auditor.

"Subscribe to and read your grain journals!" Mr. Larkin recommended authoritatively; "they're solely for your benefit.

"Compulsory storage laws will be difficult to get thru the legislature," he pointed out, as most of the representatives are farmers," relating the experiences of recent proposed storage bill that was pigeon-holed or rather killed by indefinite postponement.

MR. SPENCER of the State Mill & Elevator announced that a bus would leave headquarters twice daily for those who cared to inspect the state mill.

PRES GUNKELMAN appointed the resolutions com'tee as follows: H. N. Lee, Walla; A. M. Thompson, Stirum; John Jones, Parske; Sever Saine, Minot; John R. Maddock, Maddock; A. G. Honl, Lidgerwood, and Peter McLaughlin of Hunter.

The following members were chosen to act on the credentials com'tee: J. S. Stevens, Falsirk; John S. Aker, Baker; W. P. Hetler, Esmond; Andrew Huus, Makoti, and J. H. Frojen, Glover.

With the announcement of the next day's program the meeting was adjourned at five.

## Wednesday Morning Session—Manager's Day.

The grain men's band led the enthusiastic convention delegates to the distant auditorium Wednesday morning for the third session.

PRES. GUNKELMAN called the meeting to order at 10:15, giving the Minneapolis opening markets. The upward trend and its relation to the Winnipeg trip were humorously commented upon.

The band played several eye-openers to the 400 dealers present.

SECY LEE announced a luncheon at the Y. W. C. A. Wednesday noon for the 40 visiting grain men's wives, the hostesses being the wives of the local grain men.

SIG TORGERSON of Fillmore sang two difficult baritone solos accompanied by Mrs. Ludwig, Mr. Lee's sec'y, at the piano.

A. L. BERG, Baltic, S. D., pres. of the South Dakota Ass'n, and Sec'y Sloan, sec'y thereof, were introduced.

DR. A. H. BENTON of the state agricultural college spoke of the "short courses" offered elevator operators one week during the summer, beginning June 7. "Hedging, protein content, crop statistics, in fact all specifically vital subjects are thoroly treated," he emphasized in extending an invitation to the managers to attend.

TRACY R. BANGS, Grand Forks, scored congressmen for the remedial measures offered to cure the farmer's ills. Inefficiency in this giddy "jazz" age was cited as the consensus of opinion as to what really does ail the farmer.

"We must attend strictly to our own business!" he emphasized, "for we are living in a guardianship age, in which there are 15,000,000 office holders today, and every day sees an increase in their number. We have 50 state boards in North Dakota alone today.

"We can't violate the fundamental laws of nature, and the law of supply and demand is of primary importance among all others.

"Man used to say what was in his mind as an individual or in a business way. Today we lack strength of character. The federal maternity bill, which presumably falls under the jurisdiction of the I. C. C., is an example of how necessary it is that we return to the regime of states' rights. Let's all say 'We're able to take care of our own business' and adopt for our motto Back to Individuality."

MISS NELL GARVIK sang two solos following Mr. Bang's address.

O. J. BURRIS spoke of duties on flax and in so doing gave the acreages for North Dakota, the U. S., and Argentina. Crushers seemingly prefer Argentine flax because the moisture content averages between 7 and 8% while North Dakota flax runs between 10-11%. He recommended increasing the tariff on flaxseed from 40 cts. a bushel to \$1.00, "for," he said, "flax is an essential crop in the breaking up of new country as well as a most vital factor in crop rotation.

"Two cargoes of India flax sold in Montreal within the past two weeks where the duty is but 10c a bushel," he illustrated.

E. G. BOERNER, Washington, D. C., stated the duty on linseed oil amounts to 60 cts. a bushel on the flax necessary to make it.

E. W. FIEDLER, chairman of the Wisconsin grain & warehouse commission, corrected the general impression about the U. S. government having supervision over protein tests. He advised to the contrary and regarding state inspections he stated that cars are inspected in Minnesota whether you want inspection or not.

G. A. RAMSDELL, chemist, Wisconsin grain & warehouse commission, explained that the protein test takes everything into consideration, viz., nitrogen, starch, etc., while the gluten test removes the starch.

"When grain has chance to dry out the protein content increases proportionately," he explained, "one per cent of moisture effecting the protein content test on average wheat about fourteen one-hundredths per cent.

D. D. TENNEY of Minneapolis claimed the red durum protein test was entirely unnecessary, as grain sells on its milling value alone in Minneapolis, not on grades.

The mills introduced the gluten test by chewing wheat. Today the millers are only interested in the gluten test. It is to your own advantage to have every car protein tested. The agricultural college is continually experimenting to find out what produces protein, for the same field will be low one year and high the next. This variation also exists in different sections of the same field. Use air tight container in sending in samples if you want a true test.

The average moisture content for wheat is 14%.

The meeting was adjourned at 12:15 in midst of the discussion.

## Wednesday Afternoon Session.

The grain dealers' band started the fourth session at 2:15 with a bang. About 200 were present.

SIG TORGERSON of Fillmore gave a third and a fourth well applauded baritone solo.

PRES. GUNKELMAN asked how many had radios? About 20% raised their hands. He advised the broadcasting station at Fargo would be enlarged to carry to all the state if Washington officials would permit. Bring pressure to bear on your Congressmen, he requested.

## The North Dakota Grain Dealers Band.



Members of the band are:

Cornet: Henry Midmoen, Dahlen, N. D.; Martin Larson, Perley, Minn.; H. H. Bolmeier, Erie, N. D.; P. A. Frederickson, Walcott, N. D.; Robert H. Black, Minneapolis; M. O. Jacobs, Stirum, N. D.; Louis Waag, Petersburg, N. D.; C. E. Carr, Orr, N. D.; B. P. Boepple, Covington, Okla.; S. J. Benna, Fargo.  
Clarinet: Henry Christianson, Galtchutt, N.

D.; A. H. Nystrom, Warren, Minn.; L. D. Bishop, Buffalo, N. D.

Piccolo: E. H. Woodruff, Duluth.

Tenor Saxophone: Iver Jeglum, Grand Forks.  
Alto: Thos. Golding and J. H. Gullickson, Edmore, N. D.; Oscar Bue, Leeds; I. M. Isaackson, Northwood, and C. B. Homme, Brocket, N. D.

Trombone: L. B. Davidson, Wolford, N. D.;

W. A. Bolmeier, Erie, N. D., and Theo. Volz, Elliott, N. D.

Baritone: Roy Bolmeier, Erie; Sig Torgerson, Fillmore, N. D.; Mylo M. Braaton, Pickert, N. D.  
Tuba: R. A. Bolmeier, Erie; J. M. Johnson, Grand Forks.

Bass: L. S. Burgum, Arthur, N. D.  
Bass drum: Chas. Torgerson, Fillmore.  
Snare drum: Geo. H. Tuttle, Mohall, and E. M. Lueck, Abercrombie, N. D.



C. GIBSON, manager of the Farmers Elevator Co. at Ypsilanti voiced the opinion of the multitude when he remarked that the grain business is growing more technical every day. We're getting in too deep. We should simplify rather than complicate the business. Even grades mean nothing, yet we adhere to them. We must keep abreast with the times. Today the bakers are paying a premium for protein. If bread was baked at home protein content would not have to be considered. As land grows older the protein in the wheat produced thereon decreases. The remedy lies within ourselves and our willingness to educate the producer.

THEO. SCHWEITZER, manager of the Farmers Co-op. Ass'n of Cleveland, installed expensive protein testing equipment but discarded same because his tests never agreed with terminal tests. He asserted that even the protein testing laboratories in cities never agreed among themselves on the same sample. His experiment cost him \$1,000 and today he is convinced that grain is sold on the Minneapolis market at what they want to pay for it. Sowing wheat on sweet clover land raises its protein content as much as 4 points. Replenish the soil and you will get paid a premium for doing it.

R. C. MILLER, Federal Supervisor of Grain Inspection, delivered an address on the establishment and development of grain grading which is quoted elsewhere in this number.

The Dakota Maid Quartette from the State Mill injected a bit of harmony into the meeting.

E. G. BOERNER, in charge of grain investigations, suggested that probably the Wisconsin or Minnesota barley grades will be used as standard if any are adopted.

Today foreign buyers are being supplied from Argentina and Canada, where grades are established. It appears that since the wild oats grades were established calling them mixed feed oats quite a trade has been developed therein. That barley grades would probably be established without dockage was Mr. Boerner's candid opinion.

A farmer in the audience held that eliminating dockage disables the system of grades, to which Pres. Gunkelman answered with a counter question.

"Are we getting a good price for the seeds we sell in the barley?"

D. D. TENNEY held that competition forces reasonably fair prices on no dockage barley, but went further by recommending buyers to encourage farmers to use proper rotation, good seeds, etc. Rotation would also eliminate smut, for growing the same grain continually wears out soil and naturally diseases it.

MR. MILLER gave the rules for grading smutty grain, viz., either 2 smut balls per 50 grains or an unquestionable odor thereof. There are three grades of smuttness and we give specific smut grade where asked.

PRES. BERG of Baltic, S. D., was of the opinion that we're liquidating and rapidly getting down to sound financial basis and that the marginal producer is fast dropping out of sight. In unity there is strength, he quoted in speaking of what has, is, and can be done with the combined efforts of the grain interests. The farmer's money is going into autos and luxuries today and all are getting a better living, tho perhaps that explains why the farmer is not so efficient.

PRES. GUNKELMAN broached the subject as to whether or not the convention favored a separate manager's ass'n. One director and one manager opposed the proposition as faulty, stating no benefits could be derived therefrom, whereupon the question was decided in the negative.

The fourth session adjourned at 4:45 p. m.

### Thursday Morning Session.

The band opened the fifth session Thurs-

day morning at 10:15 a. m., playing several lively numbers. About 200 were present.

PRES. GUNKELMAN spoke at some length regarding the expense and the benefits involved in the state grain rate case.

OLE SERUMGARD, manager of the Farmers Grain Co. of Devils Lake, who testified during the rate case hearing, told of the case in detail as it affected each grain shipper.

JOHN MADDOCK of Maddock, a director of the ass'n, elaborated on the need of co-operation in contributing to the support of this case.

SECY LEE read from the Mirror concerning the grain rate case in which some of the "exhibits" were quoted in detail. The progress made in collections was also explained.

Invitations extended for next year's convention were read from Dickinson, Devils Lake, Jamestown, Minot and Fargo.

In this connection it was announced that 1044 had registered, which means that close to 1200 attended this convention.

A duet by fair ladies was followed by a comical solo by Secy Lee.

HON. GEO. SCHAFER, Attorney General of North Dakota, stated that the grain business is no worse than any and as good as the best, and as his authority claimed there were fewer grain men in the penitentiary than any other class where the opportunity is as great to be dishonest. There are evils in the grain business just as in every business and changes in conditions require changes in legislation. Our present laws pertaining to storing, grading and accounting are bungled and inseparable. The storage laws should be divorced from other laws concerning grain warehousing business. He proved his statements with a reading and explanation of many sections of the statutes pertaining thereto.

The storage of grain is similar to the storing of any other property. In some respects it is not the same. A person placing other property in storage retains title, while the owner of stored grain does not retain title to his particular property, but a like amount of the same kind and quality. Grain placed in storage amounts to a conditional sale. Still the right to terminate storage is at the owner's option.

Shall stored grains be redeliverable at the terminal or at point of original delivery? The statutes are so vague on this point that a ruling became necessary. Redelivery at the country point was the decision.

Our laws should definitely authorize the warehouseman to ship and sell stored grain and to settle on a predetermined terminal market basis.

Warehousemen are obligated to insure all grain for the benefit of the storage ticket holders, but no provision is made to remunerate losers in case of fire and the policies are not made out in favor of the owners of stored grain. Really some commission should be charged with proper disbursement of funds in favor of storage ticket holders in the advent of fire. Some day we'll come to it, the sooner the better for all concerned.

"Can warehousemen waive storage charges where grain is stored supposedly free and redelivery is demanded?" he was asked. He replied in the negative, saying, "the law does not discriminate."

The line elevator which charges storage at one station and not at another was also scored. They must adopt the same practice thruout.

The warehouseman's \$5,000 bond was cited as the storage ticket holder's protection in case of fire.

Where a house is overbonded the year around to obtain protection for the few peak months a refund was said to be due.

Mr. Schaefer's most instructive address seemed just what was wanted.

Adjourned at 12:15.

### Thursday Afternoon Session.

The band opened the sixth session Thursday afternoon playing several stimulating selections to the 150 present.

Pres. Gunkelman called the meeting to order at 2:30.

Secy Lee read the resolutions reported by the resolutions com'te which with the addition that proper authorities be induced to establish a powerful radio broadcasting station strong enough to reach the entire state with the market quotations were adopted.

### Resolutions Adopted.

#### More Protection Asked for Flax Grower.

BE IT RESOLVED, That it is the consensus of opinion of the North Dakota Farmers Grain Dealers' Ass'n in convention assembled that:

Whereas, the present price of flax is gradually declining on account of the Argentine competition, that we respectfully ask for an increase in the tariff on flax, and that we recommend to the Tariff Commission that a study be made of this situation and such increase brought about as will protect the northwest farmer.

#### \*Asks Increase in Duty on Clover Seed.

RESOLVED, That as North Dakota has now become the largest producer of sweet clover in the United States, and

Whereas, the sweet clover offered from Canada takes a lower freight rate to our eastern market, has depressed the price on this seed to a point below cost of production, that we respectfully ask the Tariff Commission to investigate this situation and raise the tariff from 2 to 4 cents per pound.

#### Thanks to Hotels.

RESOLVED, That we express our appreciation to the city of Grand Forks, to its citizens and to the management of the hotels for the splendid co-operation they have given us in taking care of the convention.

#### Thanks to Secretary.

RESOLVED, That the membership wishes to express its appreciation to the president, secretary and his able assistants in working out of a program for the convention and for the fine work they have performed for the Ass'n during the past year.

#### Holding Grain at Sampling Points.

RESOLVED, That we instruct our secretary to petition the railroads serving North Dakota and also petition the Northwest Regional Advisory Board that all efforts be put forth to keep for the shipper in North Dakota the privilege of holding his grain at sampling points.

#### Object to Dockage on Barley.

RESOLVED, That we ask the Department of Agriculture to place grade on barley, but that they refrain from putting dockage on barley at this time.

#### Endorse Senate Bill 3069.

RESOLVED, That we instruct our secretary to write our representatives in Congress and in the Senate of the United States that our organization is in favor of Senate Bill 3069, and House Bill 9215 enforcing the liability of common carriers for loss of or damage to grain shipped in bulk.

#### The Grain Storage Problem.

RESOLVED, That we ask our membership to study the storage question, help in a campaign of education as to the effect the storage of grain has upon the farmer, and that we petition our State Legislature to change the present storage law so as to correct the present situation.

SECY LEE read the report of the credentials com'te and it was accepted.

PRES. GUNKELMAN was unanimously re-elected as director at large. Mr. Gunkelman responded to the hearty applause.

The three district directors appointed were the following: Ole Serumgard of Devils Lake, L. H. Palmer of Maddock, and Sever Soime of Minot.

CHAS. DOCKTER, manager of the Farmers Elevator Co. of Greene, reopened the rail case, advised his company had kept a check up on what the rail rate boost would cost his company and obviously there was no comparison with the small contribution requested from the ass'n. The ratio figured about 100 to 1.

C. T. VANDENOVER enlightened the audience on the work and functions of the Northwest Regional Advisory Board, the first to be established.

The board is composed of industrial ship-



ers, while railroad men are not represented hereon.

The contributing causes necessitating this organization were reviewed in detail, as was the perfecting of the organization. Embargoes were cited, explained, and compared with the operation of an overloaded elevator.

The detrimental holding of cars at inspection points for sampling and "hold" orders in respect to ample empires was obvious to every shipper after hearing Mr. Vandenoever. Prudence in handling this situation was pleaded for that the valuable "hold" order privilege might be extended the shipper indefinitely. The co-operation of the assembly was immediately enlisted.

T. A. DURANT, traffic commissioner of Grand Forks Civic Chamber of Commerce, told of the proposed advance in grain rates, both local and proportional.

The untiring efforts of Messrs. Gunkelman, Lee and Serungard were complimented, Mr. Durant positively affirming that their efforts had "saved the day" for the shippers of North Dakota.

He concluded with the prophecy that a favorable proportional rate for grain bound beyond Duluth should be forthcoming soon.

With the selection of Minot as next year's meeting place the convention adjourned *sine die*.

## ELECTION OF OFFICERS.

Directly following the adjournment of the sixth session Thursday afternoon the newly elected directors got together for the purpose of electing officers. The results were the unanimous re-election of R. F. Gunkelman of Fargo as president, of S. A. Garber of Fortuna as vice-president, and "Pete" A. Lee of Grand Forks as sec'y-treasurer.

The executive committee for the coming year is to be composed of Pres. R. F. Gunkelman, Ole Serungard of Devils Lake, and Andrew Robbie. The board re-elected Jack Johnson its president.

## Thursday Evening.

Grand Forks Business and Professional Women lent enchantment to the entertainment program put on by the commission and supply men on Thursday evening at the Auditorium.

The Grainmen's Band opened the program at 8:15 with an overture.

A group of imported theatrical talent kept the 800 guests at the peak of hilarity for over an hour.

Seven orchestral pieces charmed even the past-masters of the barn dance out onto the waxed oak with unflinching courage for three hours of revelry.

## Two Special Trains to Winnipeg.

Nearly 700 of the 1,100 who registered took advantage of the Special Excursion arranged by W. M. Jones and went via the Great Northern to Winnipeg. Seventeen sleepers and a number of coaches whisked away the revellers at 1:00 a. m., Friday, arriving at Winnipeg at 6:30. The married folks had a car to themselves. Forty-four are reported to have missed the "special."

A large crowd greeted the excursionists at the Manitoba mecca.

Headed by the band, the party strung out four abreast for nearly two extra long blocks, marched to Robinson & Co., Ltd., for a special breakfast which was served to 685 visitors from North Dakota. An orchestra composed of members of the stores staff played Yankee Doodle. The Star Spangled Banner, My Country 'Tis of Thee, How Dry I Am, Dixie, Georgia, God Save the King, and scores of other well known American and Canadian airs.

English flags were at each place. Everyone wore them.

Luncheon invitations were distributed to everyone during breakfast. Cigars were passed as they left the dining room.

Forming in marching order in front of the

Drinkwaters, the procession filed out to the House of Parliament for a group picture on the front step of this magnificent building.

JOHN BRACKEN, honorable Premier of Manitoba, when the grain dealers had gathered within the portals of this stately Government building, welcomed the visitors to the city, Province, and country. He commented favorably on the excellent work of the U. S. Department of Agriculture, stating it was the best in the world.

Sec'y Lee acknowledged the Premier's greetings and announced a tour of the city, which many took advantage of. The breweries, however, also proved quite an attraction.

## WINNIPEG GRAIN EXCHANGE VISITED.

Most of the visitors followed the band to the floor of the Winnipeg Grain Exchange whereupon American wheat prices immediately took an awful tumble, presumably because the Grainmen's Band took over the pit and blasted fluctuating notes over the wires.

D. C. MAC LACHLAN, president of the Winnipeg Grain Exchange extended a most cordial welcome to the visitors.

The sampling and seed departments, some of the flour mills and most of the offices were taken in before lunch. The large exchange building, the volume of business transacted and the sincerity of the welcome extended, were the pleasant surprises of the trip.

## WINNIPEG GRAIN EXCHANGE LUNCHEON.

From the grain exchange the party went to the spacious Royal Alexandra Hotel, where the members of the Winnipeg Grain Exchange were the most cordial hosts.

Pres. Mac Lachlan was the chairman of the special luncheon to which 750 dealers sat down.

Patriotic songs of both countries were enthusiastically sung by everyone.

Shocks of wheat adorned each table.

Fine cigars and cigarettes were generously showered on the banqueters.

SIR JAMES AIKINS, Lieutenant Governor of Manitoba, delivered a witty address, mixed with just the correct proportion of serious thoughts to bring out every man's better reflections. The sentiment of international good will gripped as never before.

LT. COL. RALPH H. WEBB, D. S. O., M. C., mayor of Winnipeg, who ever extended a helping hand to even the smallest want, welcomed the visitors and invited them to return at any time.

SEC'Y. LEE in responding, complimented the warmth of the reception, and in his witty style reflected impressions gained of Winnipeg, cleverly bringing in the prodigal son as typifying the U. S.

W. M. Jones, sponsor of this Winnipeg trip, also registered an enthusiastic response.

PRES. MAC LACHLAN received a rousing three cheers, as did the entire membership of the Winnipeg Grain Exchange. Sec'y Lee was also honored.

Toasts were proposed and executed to the King, the President of the U. S., etc. It is feared some of the dignitaries had to take a royal singing considering how they were toasted.

Broadcasting station CKY in chartered street cars was the next move, where the band cheerfully responded to "repeat" telegrams from both the natives of Manitoba and North Dakota. The guests had previously learned of this treat in store for them and the folks back home were supposed to have tuned in at the predetermined hour of 3:30. Many said "hello" to their families just to prove their stability away from home.

The Marlborough Hotel was the scene of a concluding banquet, at which Mayor Webb addressed the group, or better, what was left of the gang. He shook hands all the way around before the guests were forced to depart to waiting trains, which left at 10:30 and

11:00 p. m. Yes, quite a few were left behind.

No one went home disappointed in any respect. Everyone would have returned immediately had the opportunity offered. The excursion was a "large" success. Relationships were endeared all the way 'round.

Winnipeg is surely a most cordial host.

## Exhibitors and Their Displays.

The Implement Exhibitors Building was the machinery and supplymen's display headquarters. Practically every machine exhibited by the more progressive manufacturers was sold many times over.

Columbian twine was on exhibition in charge of K. O. Lee.

A Lang Flax Dockage Tester was continuously in operation.

Grain Dealers Supply Co. demonstrated a Robinson Attrition Mill. L. Q. Williams was in charge.

R. R. Howell & Co.'s line of elevator supplies was displayed by E. Fredrikson and W. A. Kostick.

C. E. Bird's model dump was in charge of O. L. Le Vau and Chas. Harding for the Strong-Scott Mfg. Co.

T. E. Ibberson Co., was represented by C. G. Kiffe and T. E. Ibberson, Jr. Illustrated literature was distributed.

Kewanee Implement Co. showed a working model of their truck dump. J. W. Coxon, sales manager, was in charge.

Hickok Construction Co. was represented by Geo. Hull and C. O. Eckland. Various plans and specifications were tabled for perusal.

Pittsburgh Plate Glass Co. had its copper carbonate literature distributed by the Grand Forks Seed Co. The latter also similarly advertised the Standard Smut Treater.

Carter-Mayhew Mfg. Co. operated a regular elevator type disc cleaner during the convention. C. W. Doolittle, general sales manager; W. M. Sloan, John Brady, J. H. McNamee, and Fred Schulz, attended the display.

Fairbanks, Morse & Co. aroused curiosity and interest with a health scale as a leader. The latest enclosed type motor was demonstrated by Geo. Eby, H. Anderson, J. M. Michealson, and C. D. Morton.

Richardson Grain Separator Co. displayed a 1926 model steel frame "Simplex" cleaner which is guaranteed to clean everything but a man's reputation. The exhibitors included C. S. Cone, Oliver Stroman, L. D. Bishop, and A. G. Sandberg.

## Convention Notes.

Final registration reached 1,067.

E. F. Rustad was called away for similar reasons.

Many coal, auditing and printing companies also entertained.

B. F. Benson of Benson-Quinn Co., attended most of the sessions.

Leo Barrett of McCarthy Bros. scored a big hit with his personal hand etched cards.

Wm. Dalrymple was represented by Bill

## We Appreciate

the patronage and cooperation of the various representatives and visitors during the rush at the North Dakota Grain Dealers' Ass'n Convention.

MAY YOU CALL AGAIN

**HOTEL DACOTAH**  
Grand Forks North Dakota



Bradbury, J. Al Davis, Pete Haag, and Bob Evans.

Minot representatives pinned a streamer to everyone's lapel which read "Why Not Minot 1927?"

Bartlett Frazier Co.'s entertainers included F. A. Hubbs, W. S. Drummond, and J. M. Johnson.

The Band presented its President with a fountain pen and its Sec'y with a handsome toilet case.

H. L. Hankinson, Jno. Ericson, and W. H. Horton were the H. L. Hankinson & Co.'s delegates.

Pres. R. F. Gunkelman was unable to make the Winnie trip due to unexpected illness in his family.

McCaull-Dinsmore Co. had B. E. Beltz of Aberdeen and A. Henningsen of Williston at the convention.

Magill & Co., operating the Fargo Seed House, were taken to the front by Oscar H. Kjolrie and E. F. Rustad.

Dickinson advertised their latch string as hanging out for the 1927 meet on cards which were stuck in every hat band.

Hallet & Carey Co., Ely Salyards Co., McCabe Bros. Co., and Turle & Co., were others among those holding "open house."

Quinn-Shepardson Co.'s delegation were the following: H. F. Sheperdson, H. A. Jurgens, C. E. Lee, M. J. Cullen, Dan Kerby, and Jack Owen.

Banquets, elaborate luncheons, midnight feasts, smokers, etc., were on the programs of many of the commission firms every day of the convention.

E. H. Moreland, sec'y of the Tri-State Grain Shippers Ass'n, dropped in from Luverne, Minn.; also C. W. Haas brot the greetings of E. Grand Forks.

The Tenney Co.'s representatives were D. D., and F. C. Tenney, Knute Melby, F. C. Thomas, A. D. Anderson, Lee Pemble, and Walter Oertli.

E. W. Fiedler, chairman of the Wisconsin Grain & Warehouse Commission, and G. A. Ramsdell, chemist in charge of the laboratory, profitably contributed to those discussions dealing with the technicalities in which they are versed.

Van Dusen-Harrington Co. was represented by F. B. Gilkey of the home office; W. B. Joyce of the Duluth office; W. J. Kline of Williston; Geo. B. Rait of Bismarck; R. T. Hannah of Aberdeen, and E. O. Dilling of Devils Lake.

#### SOUVENIRS.

Richardson Grain Separator Co. were quite generous with complimentary pencils.

Salyard's Grain Co. accommodated the convention smokers with folders of matches.

R. R. Howell & Co.'s trick match boxes are responsible for much pent up curiosity.

"Toot for Tenney," was the inscription on the horns distributed by representatives of The Tenney Co.

The Van Dusen-Harrington Co.'s "night latch" cow bells were tied about the necks of the night hawks, lest they run afoul.

Hooven & Allison note books were passed out by L. L. Beckwith. Instruction in knot tying, as well as the care of rope, are some of the twine problems elaborated upon.

GRAIN DEALERS who ship low grade corn are taking great chances as damp corn put into a box car during a rainy day or high temperature is very likely to get hot if it remains long imprisoned in a closed car. The grading of the receipts at Chicago of new corn is still discouraging to all but the country grain dealers, who put in a drier before they commenced to receive new corn.

## Supply Trade

Advertising not only makes more business but better business.

**Armour, S. D.**—L. D. Wait, for over 20 years engaged in the construction of grain elevators in the Northwest, died Feb. 24. His death was caused by cancer from which he suffered for many months. Mr. Wait, before entering the contracting business, was engaged in newspaper work.—C. H. T.

**Indianapolis, Ind.**—Articles of incorporation have been filed with the sec'y of state for Nordyke & Marmon, Inc., which will operate the grain elevator and flour mill division of the former Nordyke & Marmon Co. Statements recently made by officials of the new company indicate increased business activity during 1926.

**Des Moines, Ia.**—To resist the invasion by the government of the field occupied by employment bureaus the Employment Bureau of Des Moines urges that employers establish free bureaus giving a complete service in every line of industry, instead of limiting their activity to the organized labor trades. The evils of free government service and the whole question of community employment work are dealt with in a late book by H. C. Pfund, manager of the Employment Bureau of Des Moines.

**Grand Forks, N. D.**—C. W. McDonnell, North Dakota State Railroad Commissioner, states that in 1924 about 110 miles of electric power transmission lines were built in North Dakota connecting fourteen towns; in 1925 about 340 miles were constructed, reaching 45 towns, and for 1926 approximately 335 miles have already been decided upon and it is likely that there will be a very material increase in this figure before the end of the year. The construction for 1926 will reach 27 towns, which at this time either have no electric service at all or are dependent on a local plant. In these 27 towns there are 82 elevators.

### An Electric Machinery Catchism.

Electric motors have now come into such general use for driving machinery in grain elevators, flour mills and every kind of manufacturing establishment so that some knowledge of electrical engineering is indispensable to obtaining the best results when choosing the equipment or in making repairs and alterations.

To the many men who are experts in their own field and who are too busy to study the theory of electricity, the publication by Fairbanks, Morse & Co., is a boon that fills a long felt want.

Bulletin H338 is a profusely illustrated catchism giving exact information in language understood by anyone on 91 questions ranging from "What is Electricity?" to "What is a Synchronous Motor?" and covering every point that will arise in the application of electric motors to power driven machinery.

The "Electrical Machinery Catchism" presents the most important theoretical and practical features of the common types of direct current and alternating current motors, generators and control equipment. It is intended for those who are not familiar with electrical phenomena or phraseology.

Omitting everything unnecessary this book leads the reader step by step to a clear understanding of the principles on which motors are designed, after which the explanations given of the different kinds of electrical apparatus are readily comprehended.

Elevator architects and engineers, contracting builders of grain elevators and owners, who

are readers of the Grain Dealers Journal should be pleased to learn that this valuable book will be sent to them gratis on application to any office of Fairbanks, Morse & Co.

**Washington, D. C.**—When spokesmen for the American Council of Agriculture and other farm organizations carried their fight for farm relief legislation directly to the White House, President Coolidge expressed sympathy with the aim to stabilize agricultural conditions and admitted he would favor any legislation unanimously agreed on by the Department of Agriculture, the farm organizations and the various agricultural committees. Will they pull together?

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**C. & E. I.** supplement 20 to tariff 600-A, I. C. No. 165, effective Mar. 25, makes various reductions on grain and grain products in central western territory.

**C. & E. I.** supplement No. 15 to tariff 650-I, C. No. 70, effective Mar. 25, makes certain reductions in grain, grain products and grain by-products rates for export.

**I. C.** supplement No. 33 to tariff 601-J, I. C. No. A-10025, effective Mar. 24, gives recent changes in grain rates thru the middle west and shows the application of those rates.

**C. R. I. & P.** supplement No. 1 to tariff 19690-L, I. C. No. C-11504, effective Mar. 21, changes certain routing instructions and makes changes in the application of Rule 77.

**I. C.** supplement 34 to tariff 601-J, I. C. No. A-10025, effective Apr. 6, makes certain reductions in rates on flax seed between certain Iowa, Minnesota and South Dakota points and groups 1, 2, 11 and 18.

**E. B. Boyd Circular No. 1-S, I. C. No. A-1644, cancels Circular No. 1-R, I. C. No. A-1444 of Western Trunk Lines, effective Apr. 3, and gives rules, regulations and exceptions to classifications.**

**C. & A.** supplement 6 to tariff 1570-G, I. C. No. A-1429, effective Mar. 23, makes certain changes in the rules governing milling, malting and transit privileges on grain, grain products and seeds at stations on the C. & A.

**C. R. I. & P.** supplement 7 to tariff 28405-F, I. C. No. C-11358, effective Apr. 1, gives hay and straw rates from C. R. I. & P. stations in Nebraska and Kansas to groups 1 to 6, inclusive, 8 to 13, inclusive, and groups 19, 22 and 24.

**A. T. & S. F.** supplement 12 to tariff 5588-N, I. C. No. 10056, effective Mar. 29, makes certain advances and reductions in wheat, flour, corn and linseed meal rates from Kansas City, St. Joseph, Atchison, and Leavenworth to certain points in Illinois and Indiana, via the C. & E. I.

**A. T. & S. F.** tariff 13408-A, I. C. No. 10245, cancels tariff 13408, I. C. No. 9339, effective Apr. 10, and is a joint commodity tariff applying of grain, grain products and seeds, c.l., from points in Kansas, also Superior, Neb., on the Santa Fe, to points on the Midland Valley R. R., Osage Ry. and Sand Springs Ry.

### I. C. C. Activities.

**Examiner Fleming** recommends dismissal of the complaint by the Aberdeen Commercial Club against the grain rates from Aberdeen, S. D., to Idaho, Washington and Oregon.

**Examiner Berry**, in No. 13229, held the rate on flaxseed from New York to Buffalo unreasonable as alleged by Spencer Kellogg & Son and the American Linseed Co. The excessive rates were paid on 1,322 carloads.

**Dismissal** of complaint filed by the Aberdeen Commercial Club of Aberdeen, S. D., against existing coarse grain rates from Aberdeen and contiguous territory to points in Oregon, Washington, Idaho and Montana has been recommended in the tentative report of the I. C. C. examiner.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARIZONA

Phoenix, Ariz.—Phoenix Flour Mills Co., incorporated; capital stock, \$1,175,000. The company will take over the business of the Phoenix Flour Mills Mesa Milling Co., Eagle Milling Co., and the Gila Valley Milling Co. The combined mills have a capacity of 725 bbls. and a feed and warehouse business is also carried on.

## ARKANSAS

Maxville, Ark.—M. R. Headley, of Sidney, is installing a blacksmith shop and a feed and grist mill here.

Brickeys, Ark.—Jim Applewhite is building a large grain and feed house on a lot which he leased from the Missouri Pacific R. R.

Fort Smith, Ark.—The Kent Milling Co. suffered a loss of \$6,000 when the plant burned Feb. 27. Wet grain constituted the chief loss.

Little Rock, Ark.—The Missouri Pacific Elvtr. has been leased to the Arkadelphia Milling Co., which will establish a feed branch and may later remove their entire plant here, according to W. N. Adams, sec'y and treas. of the company, who is making all arrangements for taking over the elvtr. The Arkadelphia company lost its elvtr. by fire about five weeks ago, which necessitated the acquisition of a new plant. Reports at that time stated that the loss was around \$500,000. The Missouri Pacific Elvtr. is the largest in Arkansas, having a capacity of 150,000 bus. and being able to load 25 cars of grain a day. Many of the parts are old and need replacing, according to engineers of the Arkadelphia company. New equipment has already been ordered, and the plant will be thoroughly modern when the work is complete. When the elvtr. was leased, three blocks immediately adjacent were also leased, so that there would be ample room for either the feed branch or the entire plant.

## CALIFORNIA

Madera, Cal.—The Bachtold Grain & Milling Co. of Selma, is contemplating building a flour and feed mill at Madera.

Oakland, Cal.—We are contemplating building small country elvtrs. of 10,000 to 30,000 bus. capacity.—Oakland Terminal & Elvtr. Corp., E. S. Woolner, ass't sec'y.

Los Angeles, Cal.—The building of our new elvtr. here was temporarily abandoned, but we have constructed a 100,000 bu. concrete grain elvtr. at our feed mill in Vernon.—Globe Grain & Milling Co.

Los Angeles, Cal.—The 11th annual international convention of purchasing agents is to be held here June 9 to 12, inclusive. W. B. Stewart, purchasing agent of the Globe Grain & Milling Co., of this city, will act as chairman of the reception com'te at the convention. Secretary Hoover is expected to speak to the delegates, who are coming from Canada, the United States, and Mexico.—A. E. Carlson, Chairman of Publicity.

## CANADA

Toronto, Ont.—Robert Hay, 80, grain merchant, died Feb. 25.

Midland, Ont.—A 2,000,000-bu. elvtr. has been built here. The work is being done by MacFarlane, Pratt & Hanley, and it will be finished this fall.

Peterborough, Ont.—The 1,000 bbl. mill of the Peterborough Cereal Co., Ltd., has been bot at a creditors' sale by B. H. Meyers, who will operate it himself.

Toronto, Ont.—The 700 bbl. mill and other properties of the Alexander Brown Milling & Elvtr. Co., Ltd., was sold at a foreclosure sale for \$38,000. The buildings are to be removed, because the property has been condemned for railway use.

Port Mann, B. C.—According to information given by harbor board officials, construction of a 600,000-bu. elvtr. to cost approximately \$600,000, is almost certain. If the plant is built, it will be leased to the Gillespie grain interests, on completion. They will pay a rental sufficient to cover the interest and sinking fund on the investment.

Port Arthur, Ont.—The contract for the installation of a drier in the Bawlf Elvtr. at a cost of \$40,000, has been awarded to the Barnett-McQueen Co. The drier has an hourly capacity of 500 bus. The same firm is also installing a drier in the Empire Elvtr., Port William.

Regina, Sask.—The Saskatchewan wheat pool delegates, at a recent three day meeting, approved the terms of an offer to purchase the elvtr. system of the Saskatchewan Co-operative Elvtr. Co. The Co-operative Co., which operates 487 country elvtrs. and large terminals at Buffalo, Port William, and Port Arthur, has not received the offer as yet, but the chances for a deal of this sort are very bright because the majority of the Co-operative directors are wheat pool supporters.

Fort William, Ont.—The Board of Grain Commissioners, public terminal elvtr. supts., and railway officials at a recent conference decided to deal with the worst cases of cars of damp grain in railroad yards. Some of these cars were auctioned off and each elvtr. supt. was asked to take any cars for drying that would fit in with the grain he had in storage at the time. In this way a large number of cars were promised attention, and the railway officials gave assurance that they would have the cars switched as speedily as possible.

Calgary, Alta.—A draft agreement for the sale of the Alberta Pacific Grain Co., Ltd. assets to Canadian interests, has been approved by Spillers Overseas Industries, Ltd., which owns 51% of the Canadian company's stock. Alberta Pacific Grain Co., Ltd., stockholders will have the proposition submitted to them for ratification. The terminal elvtr. at Vancouver and the partially completed mill at Calgary will not be included in the sale. Experienced grain dealers will continue to guide the business of the Alberta Pacific Grain Co., Ltd., and the Spillers interests will continue their milling program in Canada.

## WINNIPEG LETTER.

Winnipeg, Man.—Gage Grain Co., incorporated; capital stock, \$750,000.

Winnipeg, Man.—The price of memberships in the Grain Exchange has been raised from \$7,500 to \$10,000.

Winnipeg, Man.—We are indebted to the sec'y of the Winnipeg Grain Exchange for a copy of the Constitution and By-Laws of that organization.

Winnipeg, Man.—Due to the increased volume of trade, the trading floor of the grain exchange building is being enlarged to facilitate the transaction of business.

Winnipeg, Man.—A refund of \$68,600 will be made to brokers of the Grain Exchange by the Manitoba government, because the Privy Council of England ruled that the collection of this money under the Grain Tax Act was outside the jurisdiction of the government. The money had been held for about three years. Some of the firms refused to pay the tax.

Winnipeg, Man.—The western Canadian co-operative grain organizations are determined to ask Parliament to amend that part of the grain act which denies the right of the owner to designate the terminal to which his grain may be shipped. Under the grain act the country elvtr. upon receiving the grain, selects the terminal, regardless of the producer's views. This is because most of the country elvtrs. are owned by large corporations which either own or control some elvtrs. at one or several terminals. A delegation of influential citizens is to be sent to

Ottawa to see that the amendment is put thru, while on the other hand the elvtr. companies are exerting every effort to defeat the amendment.

## COLORADO

Greeley, Colo.—The 4,000-bu. elvtr. of the Breshnahan Mercantile Co. will be repaired shortly.

Hyde, Colo.—The Shannon Grain Co., of Kansas City, purchased the Hyde Elvtr. from the Farmers Co-operative Elvtr. & Milling Co.—Fred S. Davis, Yuma, Colo.

Denver, Colo.—J. K. Mullen, pres. of the Colorado Milling & Elvtr. Co., has returned from the Mayo Hospital at Rochester, Minnesota, where he took treatments. Mr. Mullen is over 80 years of age.

Boulder, Colo.—Local business men are contemplating financing the operation of the Boulder mill which was purchased by Warren Armstrong recently, from the Boulder Milling & Elvtr. Co. They plan to incorporate the company for \$20,000 and to sell the stock in \$500 blocks.

## ILLINOIS

Mechanicsburg, Ill.—O. H. Fullenwider died recently.

Oakwood, Ill.—We are successors to the Oakwood Farmers Co-operative Elvtr. Co.—J. W. Johnston & Son, J. W. Johnston.

Loda, Ill.—Elmer Swanstrom is no longer mgr. of the Loda Farmers Co-operative Grain Co. He recently bot the elvtr. at Rantoul.

Mount Pulaski, Ill.—J. M. Kautz & Son, incorporated; capital stock, \$20,000; incorporators, J. M. Kautz, W. G. Kautz and E. L. Kautz.

Arcola, Ill.—I have leased the R. O. Harris & Son Elvtr. for the coming year and will conduct a general grain and coal business.—J. T. Higginbotham.

Taylorville, Ill.—Owen Baughman and Vern Bond have bot the business of the Home Feed Co., which was formerly owned by L. T. Jones and Mr. Spicer.

Hinckley, Ill.—The Hinckley Grain Co. has accepted the resignation of Arthur Seivers as mgr. and Ace Clark has been appointed to take Mr. Seivers' place.

Mount Auburn, Ill.—Elza M. Maxwell, former mgr. of the Mount Auburn Telephone Co., is the new mgr. of Hight & Chne. He succeeds A. L. Hight, who resigned and moved to Decatur.

Triumph, Ill.—Ray Jacobs, former mgr. of the elvtr. at West Brooklyn, is the new mgr. of the Triumph Grain & Supply Co. Elvtr. here. He succeeds A. H. Dysart of Oswego. Ira Geft will be retained as asst. mgr.

Fairbury, Ill.—S. C. Van Horn, of Trivoli, has bot the elvtrs. of the S. C. Bartlett Co., here and at Lodemia. Mr. Van Horn will take charge of the elvtrs. about April 1, succeeding G. M. Duzenberg and his son Grant, who have managed them for the Bartlett company.

Taylorville, Ill.—Ten Monticello merchants have invested \$50,000 in the Illinois Milling & Elvtr. Co. as the first step in reorganization proceedings. The mill will market whole wheat flour and will employ a force of 25 men. New officers and directors are to be elected soon.

Decatur, Ill.—We have decided to hold our 33rd annual meeting here on May 11 and 12. Our headquarters will be at the Orlando Hotel, and the Decatur dealers have promised to do their best for the entertainment of the visiting members and their ladies. Just what this will be is not yet determined. A. E. Staley is going to open his plant for the inspection of all who may care to see what he does with our Illinois corn. Decatur has always been one of the best locations for a good attendance at our meetings, and no doubt will prove so again this year.—W. E. Culbertson, sec'y, Illinois Grain Dealers' Ass'n.

## CHICAGO NOTES.

Memberships in the Board of Trade are selling for \$8,500 net to the buyer.

Leo Bendure is the new supt. of the E. A. Eckhart Milling Co. plant, which includes a large elvtr. and mill.

Walter F. Cobb, a former well known member of the Board of Trade, died in Santa Barbara, Cal., Feb. 27. Mr. Cobb was 83 years old.



Colvin & Co. and J. S. Bache & Co. have arranged for new offices in the Illinois Merchants Bank Bldg. as the Woman's Temple, in which their present quarters are located, is to be razed soon.

An amendment to Rule 223 has been passed for ballot by members of the Board of Trade to require the payment of a "service" fee of 10 cents per 5,000 bus. of grain indemnities on executed orders when an order is transferred from one member to another for execution, the fee to be charged to the person giving the original order.

Mrs. Gertrude I. Austin died Mar. 5 at the home of her daughter, Mrs. Clarence Fox, in Oak Park. She was the widow of Alexander Austin, and the mother-in-law of Clarence Fox, of the Chicago Grain & Salvage Co. Besides her daughter, Mrs. Fox, two sons survive, Alfred J. Austin, of River Forest, and Charles W. Austin, supt. of the Barge Canal Elvtr. on Gowanus Bay, Brooklyn, N. Y.

## INDIANA

Grandview, Ind.—W. D. Cadick, of the Cadick Milling Co., fell from a ladder and broke his arm.

Markleville, Ind.—The Markleville Elvtr. Co. has increased its capital stock from \$25,000 to \$40,000.—C.

Loogootee, Ind.—We intend to rebuild our mill which was completely destroyed by fire.—P. W. Walker & Co.

Chase (Boswell p. o.), Ind.—The Farmers Co-operative Co. intends to wreck one of its elvtrs. and sell the lumber.

Lafontaine, Ind.—J. C. R. Martin and his son, Albert, have leased ground for the erection of an elvtr. and work will begin at once.

LaGrange, Ind.—Frank Fyke, owner of the Fyke Mill, which was destroyed recently, will decide in about 60 days about rebuilding.

Servia, Ind.—A receiver has been asked for the Servia Elvtr. Co., which has 130 farmer stockholders. The mgr. is Pierce Heeter. The company was capitalized for \$30,000 in 1914.

The Indiana Grain Dealers Ass'n held meetings at the Courtland Hotel in Kokomo on the evening of March 8, and at the Chamber of Commerce in Frankfort on the evening of March 9.

Delphi, Ind.—The Whiteman Bros. Co. has sold its grain elvtrs. at Buck Creek and Colburn to Otto Leforge and James Stephenson of Frankfort, who will take possession April 1. The deal was made by John McComas, grain elvtr. broker, of Indianapolis.

Remington, Ind.—Claude Edworth of Romney, Ind., has bot the interest of Roy Wilkinson in the Wilkinson-Evans Elvtr. Co. Mr. Edworth has been in the grain business in Romney for the past nine years. He will take possession of the business here on May 3.

Remington, Ind.—Will Irrgang, employed for 6 years by the Farmers Co-operative Elvtr. Co., was fatally injured when he was caught by the belt on the main line shaft at the elvtr. and whirled around until rescued by a fellow employee. Mr. Irrgang suffered a fractured skull, both feet were mangled, and there were serious internal injuries.

Warsaw, Ind.—The Warsaw Milling Co. was beaten out of \$106 worth of clover seed and the J. F. Crowell Grain Co. of Columbia City was swindled out of \$140 worth of clover seed by a man who forged checks for these amounts in the names of two farmers in this vicinity. He was caught later and was freed when he promised to make the checks good. His identity was not divulged.

## INDIANAPOLIS LETTER.

Indianapolis, Ind.—The friends of Frank A. Witt will be pleased to learn that he is recovering from being overcome by carbon monoxide gas while working in his garage with the doors closed. Mr. Witt was saved by a couple of boys, who opened the door to find Mr. Witt on the floor unconscious. He was rushed to the hospital and will soon be all right again.

Indianapolis, Ind.—The first meeting of the new board of directors of the Indiana Grain Dealers' Ass'n met here Mar. 2 and decided to hold the midsummer meeting at Purdue University at West Lafayette the latter part of June. The exact date will be reported later. The board was entertained at a Rotary luncheon by Bert A. Boyd; and, of course, they re-elected Bert treas. and Charles B. Riley sec'y.

## IOWA

Sigourney, Ia.—The Sigourney Seed Co. has bot a Sidney Sheller.

Everly, Ia.—The Hunting Elvtr. Co. has put in a No. 3T Jay Bee Mill with a fan.

Eldridge, Ia.—James H. Wiese & Co. have bot a Sidney Sheller and other equipment.

Pocahontas, Ia.—I have sold my 60,000-bu. elvtr. to the Quaker Oats Co.—P. L. Rivard.

Algona, Ia.—The La Budde Feed & Grain Co. has removed to new offices in the Algona Hotel.

Cambridge, Ia.—A No. 1 "Humdinger" Jay Bee Mill has been installed in the plant of the Farmers Grain Co.

Newburg, Ia.—The Newburg Co-operative Elvtr. Co. will hold a meeting of the stockholders to determine whether or not to remain in business.

Stratford, Ia.—The Stratford Grain & Supply Co. has appointed Mr. Havings, of Kamrar, as mgr. to take the place of F. I. Erickson, who resigned some time ago.

Des Moines, Ia.—The Western Grain Dealers' Ass'n has selected this city as the meeting place for our convention this year. The dates are April 19, 20 and 21.—D. O. Milligan, Asst. Sec'y.

Allison, Ia.—The Farmers Elvtr. went out of business on March 2, when its charter expired. The company has three months in which to straighten out its affairs, and if a new farmers' corporation is not formed, the building and equipment will be sold at auction to the highest bidder.

Bancroft, Ia.—J. H. Sheridan has been appointed trustee of the Farmers Elvtr. Co. to straighten out its affairs. The elvtr. was sold recently to W. A. Murray. The assets of the company amount to \$13,000, while the liabilities are about \$63,000. The trustee has proposed to settle on a 25% basis.

Richards, Ia.—I have resigned my position as mgr. of the Farmers Elvtr., operating as Richards Elvtr. Co., and have accepted the management of the Davis Bros. & Potter Co. elvtr. at Pomeroy. I will be succeeded by E. E. Wise, and I will succeed Malcom Peterson at Pomeroy.—F. S. Gehlke.

Forest City, Ia.—The Farmers Elvtr. Co. bot all property belonging to the W. R. Fleming Elvtr. Co., including its elvtr., all grain on hand, and other miscellaneous properties. The Farmers Elvtr. Co. will operate its own and the Fleming Elvtr., also, under the one name, and the management will probably be the same. Roy Olson and Mr. Lindgren will be the mgrs., one of them being at the Fleming Elvtr. all the time.

## KANSAS

Ottawa, Kan.—The Ross Milling Co. had a fire in its power house on March 3.

Wakefield, Kan.—Ed Helms, 14 years mgr. of the Farmers Co-operative Ass'n Elvtr., has resigned and is succeeded by H. L. Merritt.

Brainerd (Whitewater p. o.), Kan.—Howard and Frank Brainerd bot the elvtr. of Floyd Bachelder recently, and are in business under the name of Brainerd Bros.

Haddam, Kan.—The Haddam Farmers Co-operative Elvtr. & Supply Co., of which John Randall is the mgr., is contemplating discontinuing operations.

Hutchinson, Kan.—Ralph Russell, Chairman of the traffic com'te of the Board of Trade, and B. Megaffin of the Farmers Co-operative Commission Co., attended the rate hearing at Galveston.

Humboldt, Kan.—The new local elvtr. agt. of the Pereau-Marsh Grain Co. is Charles Windle. The company has added a feed house and some coal bins, besides some new machinery, to the local plant.

Stafford, Kan.—J. L. Carr, agt. of the Rea-Patterson Milling Co. elvtr. here, has suffered a stroke of paralysis and is unable to attend to business. I have been attending to the elvtr. and office work.—John D. Carr.

Abilene, Kan.—H. S. King, asst. mgr. of the Security Flour Mills Co., has resigned his position and purchased the 150-bbl. plant of the Colby Milling Co. The Horlacher interests, former owner of the mill at Colby have retired from the milling field.

Hutchinson, Kan.—P. M. Clarke has resigned as mgr. of the Security Elvtr. Co. and will be succeeded by Frank Summers, of Liberal. Mr.

Summers, who owns considerable stock in the company, has applied for membership in the Board of Trade on a transfer from Mr. Clarke, the latter intending a trip to Europe.

Deerfield, Kan.—I will cover my elvtr. with corrugated steel this summer, and will also install a motor to drive the elvtr. leg at the top, and a suction fan to draw dust and dirt from grain as it passes over the head of the elvtr. Hereafter the firm name will be the Beachler Mill & Elvtr. Co., formerly the Everly Grain Elvtr. Co.—L. L. Beachler.

Fort Scott, Kan.—Joe Mead, owner of the Mead Elvtr., suffered a loss of about \$15,000 when the elvtr. was destroyed by fire on the evening of Feb. 27. The fire is believed to have started from an overheated pulley, which was not given attention by the employees, although they knew of the condition. The entire upper part of the building was destroyed, and 4,000 bus. of shelled corn and 1,500 bus. of oats were damaged by fire and water. Mr. Mead carried \$7,000 insurance.—P.

Wichita, Kan.—The fire we had in our plant Dec. 7 last, destroyed the milling end of our plant, but left our grain elvtr. and grain storage and warehouse portion intact. The Harper Milling Co., of Harper, purchased the name, good-will, and brands of the Imperial Flour Mills Corp., and merged that with the Harper Milling Co., and now call themselves the Imperial Flour Mills Co., of Wichita, but their mill and offices are located at Harper. I have no interest in that company, but have organized the Commerce Milling & Elvtr. Co., doing a general flour and grain business at our plant at Wichita.—E. M. Kelly, pres., Commerce Milling & Elvtr. Co., Wichita.

## KENTUCKY

Murray, Ky.—The Baucus Flour & Feed Mill was destroyed by fire.

Slaughters, Ky.—Carl and Ernest Hobgood bot Milton Brown's flour mill.

Millerstown, Ky.—The A. J. & E. J. Rich Mill was destroyed by fire, Feb. 28.

Earlington, Ky.—The Earlington Flour Mill was destroyed by fire recently.

Somerset, Ky.—The Citizens' Roller Mills will erect a bldg. and install new equipment which will cost about \$20,000.

Louisville, Ky.—David C. Morton, newly elected pres. of Ballard & Ballard Co., has returned from Florida and will take over the active management of the business.

Madisonville, Ky.—The Madison & Bronson Flour Milling Co. suffered a loss of \$11,000 when its mill was destroyed by fire on Feb. 23. A large amount of flour, meal, and grain was in the mill at the time, and very little insurance was carried.—C.

Shelbyville, Ky.—The building of the Shelbyville Feed & Produce Co. burned on March 3. The blaze started in some grain and feed in the rear room very early in the morning, and as no one was in the building at the time, the fire gained great headway before it was discovered. Loss, \$12,000; insurance, \$7,500. Clifford and R. W. Walters owned the company.—P.

## LOUISIANA

New Iberia, La.—The New Iberia Commission Co. has recently put in a No. 3 direct connected Jay Bee Mill.

Lake Charles, La.—The largest rice mill in the country, with a capacity of 4,800 bags daily, is being constructed for the Lake Charles Rice Milling Co. It will cost about \$450,000.

## MARYLAND

Baltimore, Md.—Morris Schapiro, former owner of the Gambrell Mfg. Co., which was put up at an auction to satisfy a mortgage, has repurchased the property for \$250,000. He may reopen the mills which are at Ellicott City at a later date.

## MICHIGAN

Port Huron, Mich.—G. R. Hankins is the new proprietor of the Avoca Flour Mill.

Manchester, Mich.—The new mill of the Manchester Roller Mills Co., which was being erected on the site of the old bldg., has been completed.



Custer, Mich.—Elmer McKenzie bot the warehouse and grain elvtr. of the Mason County Co-operative Marketing Ass'n. He has managed the business for several years.

Cedar Lake, Mich.—The potato warehouse of the Elmore Grain & Lumber Co. was slightly damaged by fire Feb. 6.

Traverse City, Mich.—R. Floyd Clinch, of Chicago, has announced that the Hannah & Lay mill, which was destroyed by fire a short while ago, will not be rebuilt because of lack of transportation.

Thompsonville, Mich.—C. W. Morrill and G. A. Morrill, proprietors of the Thompsonville Elvtr. Co., have dissolved partnership. G. A. Morrill will continue under the old name, while C. W. Morrill will operate the grist mill under the name of Pepo Milling Co.

Laingsburg, Mich.—Fire destroyed the Farmers' Elvtr. Co.'s elvtr. on Feb. 26 with a loss of \$50,000. The fire is said to have started in the furnace room and had gained great headway before it was discovered. The volunteer fire dept. was unable to cope with the situation, so a call for help was sent to the Owosso Fire Dept. and a pumper was sent, but it arrived too late. Small fires started on the roofs of the Michigan Central freight shed and the depot and several other adjacent bldgs. but were extinguished. The elvtr. was stocked with beans and wheat, valued at \$35,000, which burned most of the day. The building, valued at \$15,000, and grain and beans were insured. Ward King is the mgr. He expects to rebuild.

## MINNESOTA

Benson, Minn.—Expect to make minor repairs on the house this spring.—H. E. Hanson, mgr. Cargill Elvtr. Co.

Dassel, Minn.—We will install a disc separator, to replace a grain cleaner.—John Sallberg, mgr., Farmers Elvtr. Co.

Duluth, Minn.—William F. Converse, mgr. of the Occident Elvtr. Co. is improving from a serious case of pneumonia.

Austin, Minn.—E. T. Bemis installed a modern electric driven double ball bearing attrition feed mill and full equipment.

Faribault, Minn.—The Crown Milling Co., of Minneapolis, has leased the "B" mill here from the H. H. King Flour Mills Co.

Arlington, Minn.—A. R. Darnier has bot the interest of his partner, John Lemmer, and is now full owner of the mill here.

Clara City, Minn.—We contemplate painting our No. 2 elvtr. in the spring.—A. C. Yackel, mgr., Clara City Farmers Elvtr. Co.

Benson, Minn.—I expect to install an attrition mill in April. Will also probably paint my buildings.—L. A. Larson, prop. Farmers' Exchange.

New Ulm, Minn.—Eckert & Vetter have purchased an attrition feed mill, and will grind all kinds of small grain as soon as the new machine is installed.

Duluth, Minn.—John D. Porter, 25 years an operator on the Board of Trade, died Feb. 25 at Spokane, Wash. He was a member of the firm of Porter Bros.

Austin, Minn.—John Reding and Fred Albright will open the Farmers Feed & Seed Co. store here, this week. Their mill will handle about 5,500 lbs. of cereal at one time.

Borup, Minn.—The First National Bank of Moorhead has brot suit against the St. Anthony & Dakota Elvtr. Co. for \$500 which they claim is due on grain sold at the elvtr. here.

Henning, Minn.—M. C. Barry, former mgr. of the Farmers Equity Elvtr. Co., of Wyndmere, N. D., has bot the L. H. Smith Elvtr. & Coal Shed property here. He will take personal charge.

Benson, Minn.—Contemplate making minor repairs this spring. I have just installed one of my son's flax testers. It works to perfection. We also operate elvtrs. at Barry and Haffman.—J. J. Lang, J. J. Lang Elvtr. Co.

Benson, Minn.—We will build a new office as soon as the frost is out of the ground. Our business has attained such proportions that we were forced to increase the size of our staff.—V. H. Richards, mgr., Benson Market Co.

Montevideo, Minn.—We are going to build a dust house and install a dust collecting system in the near future. We recently put in a cylinder cleaner and also built an addition to our office.—L. J. Nelson, mgr., Equity Elvtr. Co.

Lindstrom, Minn.—Ed. O'Donald, E. J. Houle and Arthur Barrott have bot the controlling in-

terest in the Lindstrom Mill Co. from George R. Rasmussen and Peter Hansen. Messrs. O'Donald and Barrott will manage the business.

Carlisle, Minn.—Richard Wallin has bot the interest of Gustave Haneman in the old elvtr. here which was formerly owned by the Minneapolis & Manitoba Elvtr. Co. Mr. Wallin will probably repair and remodel the elvtr. this spring.

Dawson, Minn.—A local farmer bot the old T. S. Thorson elvtr. and is wrecking it to use the lumber on his farm. He paid \$450. There are still 7 plants in town including the mill. The Thorson plant was idle the past 3 years. We contemplate the installation of a cylinder cleaner in the future.—C. M. Hanson, mgr., Dawson Produce Co.

Raymond, Minn.—We are making repairs on our automatic scale. We installed a Universal Truck and Wagon, Electric Dump, last fall and it is working nicely. At that time we raised the roof 3 feet and overhauled the house generally. We contemplate building some coal sheds and installing power equipment to handle.—J. A. Schemmel, mgr., Raymond Farmers Elvtr. Co.

Owatonna, Minn.—The Owatonna Farmers' Elvtr. & Mercantile Co. has added a machinery and implement department to its elvtr., grain, and feed business. E. J. McGrath will have charge of the department which consists of a complete line of farm machinery, implements, and twine manufactured at the Minnesota State Penitentiary. It will be housed in the Wicklow Elvtr. warehouse, which will be remodeled.

## MINNEAPOLIS LETTER.

David Shevlin Tenney, 15, eldest son of D. D. Tenney, died of pneumonia at the Lawrenceville School in New Jersey on March 7. Interment was at Minneapolis Mar. 9.

Casmer Moser, 86, died here recently. Mr. Moser is said to have operated one of the first roller flour mills in the Northwest, when he opened up a mill in Wisconsin in 1874.

Arthur B. Fruen, pres. of the Fruen Milling Co. and the Fruen Grain Co., filed a petition as candidate for the Republican nomination for U. S. representative from the Tenth Congressional District of Minnesota. Mr. Fruen has been a member of the city council for five years. His platform is national government economy and forwarding the interests of his district.

The Northern Milling Co. sustained a loss of \$150,000, when its mill and elvtr. burned recently. About 50,000 bus. of grain, and several thousand bus. of oats were consumed. An adjoining plant was also damaged. Dust explosions caused firemen, trapped on the second and third floors, to be burned about the face. Snow on surrounding roofs prevented further spread of the conflagration. Cars of grain in the unloading shed were saved. The blaze is said to have started about 5 a. m. in the cupola, and spread to the adjoining mill. The brick office building of the company was not damaged. The mill was put in operation in September, 1919.

A 1,000,000-bu. terminal elvtr. for the Hallet & Carey Co. is now under construction. The new plant will have a capacity of handling 40 to 50 carloads of grain daily. The cost of the elvtr. will be \$300,000, and additional ground space for future expansion has already been purchased. The construction is taking place on the site of the old Calumet Elvtr. which was destroyed by fire last August. The house will have 16 mammoth tanks, and 18 smaller interspace bins. Formerly, the Hallet & Carey Co. contracted for the handling of its grain, but with the erection of the new elvtr. the company will do its own cleaning, mixing, and storing. It is planned to have the plant completed by Aug. 1. F. B. Carr, treas. of the company, writes: "The ground was broken Feb. 25 for our new elvtr., which I believe is the first terminal grain elvtr. to be constructed in Minneapolis in the past ten years, notwithstanding the fact that several houses have been destroyed in that time. There have, of course, been additions to houses already standing as well as alterations. Our plans now contemplate increasing the storage to a point where the storage and workhouse will be about a million bus. This will be strictly fireproof construction and steel reinforced concrete. The site, as you probably know, is on the C. St. P. M. & O. Railway. It is probably one of the best, if not the best site, in this city. In increasing the storage capacity, we have given a special thought to small units, partly because this will enable us to do much of our mixing on the belt in the storage tanks, rather than in the workhouse, but more particularly because of

the growing demand on the part of farmers' organizations for space in the terminal markets, where comparatively small lots of wheat may be stored. The contractors are the McKenzie-Hague Co., and the contract calls for completion August 1."—F. B. Carr, treas., Hallet & Carey Co.

## MISSOURI

Salem, Mo.—A. E. Dye's mill was a total loss, when it burned March 1.

Forest Green, Mo.—The Forest Green Farmers Elvtr. Co. is figuring on the cost of building an elvtr.

Clinton, Mo.—The Larrabee Flour Mills Corp. mill was slightly damaged by a windstorm on February 18.

St. Joseph, Mo.—W. W. Simmons, former pres. of the Simmons Grain Co. of this city, is now the mgr. of the Carthage office of the Hodgson-Cauthorn Grain Co. of Kansas City, which opened recently.

Carthage, Mo.—Fred Whitehead received a judgment of \$4,500 against the Morrow & Kidder Milling Co. for injuries suffered some months ago, when he was caught on a line shaft that pulled him into a belt.

St. Joseph, Mo.—The grain elvtr. dept. of the Aunt Jemima Mills Branch of the Quaker Oats Co. will continue to operate under its old name, A. J. Elvtr. Co. The Aunt Jemima Mills were bot by the Quaker Oats Co. last November.

Columbia, Mo.—E. E. Montgomery and Haskell Wren will be the new mgrs. of the Broadway Milling Co., according to a statement made by W. W. Payne, pres. of the company. They will succeed T. B. Hafener, who resigned recently.—P.

California, Mo.—Martin T. Meyer, 67, one of the owners of the Kuhlman-Meyer Milling Co., died at his home on Feb. 23. Death was caused by a fall on his basement steps, striking his head upon a piece of iron. Mr. Meyer is survived by his wife and two children, Adolpha and Henry.

Republic, Mo.—The Producers' Ice & Mfg. Co. bot all property belonging to the Rea-Patterson Milling Co. plant here, with the exception of the grain elvtr. and the milling machinery, which will be moved to Coffeyville, Kan. The new owners expect to spend about \$50,000 in converting the plant into a cold storage warehouse.

Carthage, Mo.—The Hodgson-Cauthorn Grain Co., of Kansas City, has opened a branch brokerage and commission office here. This office will receive all stock and grain reports from the different markets, by private wire service. W. W. Simmons, former pres. of the Simmons Grain Co. of St. Joseph, will be the mgr. of the new office.

Lupus, Mo.—We are operating a farmers' co-operative elvtr. J. D. Byler, of Jamestown, is pres., and M. W. Marshall, of Jamestown, is sec'y and mgr. Our elvtr. will hold 4 carloads of wheat and is located on the Missouri Pacific R. R. We might be interested in buying automatic scales.—M. W. Marshall, Producers' Grain Exchange of Lupus.

Moherly, Mo.—J. D. McLean & Co., of Peoria, Ill., may construct an elvtr. and warehouse here. J. D. McLean, pres. of the company, in a recent statement said: "Moherly needs a 20,000-bu. elvtr. with a warehouse for feed, flour and hay, equipped with feed and meal mills. I will build such a plant, and on completion will take my commission in stock in the elvtr. company."

## KANSAS CITY LETTER.

F. C. Hoose, vice-pres. of the Norris Grain Co., is leaving the city for a three months' tour of Europe.

John Fennelly, vice-pres. of the Hall-Baker Grain Co., is regaining his health in Honolulu, and will return home April 1.

The warehouse of the L. C. Worth Commission Co., filled with hay and feed, was destroyed by fire with a loss of about \$20,000, on the night of Mar. 3.

Kansas City Mill Products, incorporated; capital stock, \$15,000; incorporators, J. D. P. Rooha, W. M. Helms, and F. R. Roack. The firm will manufacture and deal in flour, meal, mill feeds, bran, and grain.

Erection of six 21,000-bu. storage tanks in addition to the present 275,000-bu. elvtr. of the Moore-Lowry Flour Mills Co., has begun. The reinforced concrete tanks, 100 feet high, will be at one end of the present elvtr. When the construction is completed the total storage capacity will be approximately 400,000 bus.



John H. Martin has applied for membership in the Board of Trade on transfer from Hobart O. McVey.

## ST. LOUIS LETTER.

X. H. Helligenstein was elected to membership in the Merchants' Exchange. Guy Williams' membership is up for transfer.

## MONTANA

Hayre, Mont.—The Farmers Co-operative Elvtr. Co. intends to build or buy an elvtr.

Big Timber, Mont.—The Big Timber Milling Co. plant has been completely overhauled.

Townsend, Mont.—I have severed my connections with the Townsend Elvtr. Co., of which John A. Gravely is the owner. I have since been appointed Chief of the Division of Grain Standards and Marketing of the Dept. of Agriculture of the State of Montana.—W. T. Giese, State Capitol, Helena, Mont.

## NEBRASKA

Edison, Neb.—The coal sheds of Rankin Bros. burned Feb. 11.

Elk Creek, Neb.—A. E. Miller bot the Farmers Elvtr. and he and his son are operating it.—R. C. Crittenden.

Pauline, Neb.—The Pauline Grain & Supply Co. reopened under the new management of P. H. Gartner and Fred Mohlman, on Feb. 23.

Fullerton, Neb.—C. A. Harlen has resigned as mgr. of the J. B. Hord Grain Co. elvtr. here, and will take charge of the Farmers Elvtr. at Mead.

Preston, Neb.—I am installing a new direct spout and other improvements in the old Heacock Elvtr. which I bot recently.—J. M. Gilmore, owner and mgr.

Elsie, Neb.—I have resigned as local agt. of the O. M. Kellogg Grain Co., and am now connected with the Conn Bros. Grain Co., at Mahaska, Kan.—W. E. Conn.

Graf, Neb.—O. R. Schumann has taken over the management of the Farmers Grain Co., to succeed J. R. Allen, who is now cashier of the Bank of Graf.—R. C. Crittenden.

Orleans, Neb.—The Orleans Mill & Elvtr. Co. has installed a 75-h.p. General Electric Synchronous Motor to replace their old engine which was wrecked recently, by a crank shaft breaking.

Nebraska City, Neb.—David Sherman of Omaha who bought the salvage from the burned Trans-Mississippi Co.'s elvtr. in Council Bluffs, has leased the Duff terminal elvtr. here, and will use it to dry the grain soaked by the firemen.

## OMAHA LETTER.

Omaha, Neb.—Cope & Co. will close up as soon as possible, because of the death of E. A. Cope, the sole owner.—Cope & Co., by O. T. Brewick.

Council Bluffs, Ia.—The Rock Island Elvtr. here, under lease to and operated by the Trans-Mississippi Grain Co. will be equipped with a new drier and purifier having double the capacity of the old plant.

Council Bluffs, Ia.—David Sherman, of Omaha, bot 400,000 bus. of corn and 200,000 bus. of oats salvaged from the fire that destroyed Elvtr. "C" of the Trans-Mississippi Grain Co. The fire department was unable to save the structure

because the water furnished by the railroad distribution had such a low pressure that it was useless, and in addition, no pumper hydrants were available. Before the fire the 725,000 bus. of grain and oats in the storage bins was valued at \$380,000. The grain bot by Mr. Sherman will be sorted by a force of 150 men, under his supervision, and will take six to eight weeks. He has stored the undamaged grain, and is drying the wet grain at Nebraska City. O. E. Harris, vice-pres. of the Trans-Mississippi Grain Co., has suggested that increased navigation on the Missouri River may affect the reconstruction of the company's elvtr. Mr. Harris pointed out the advantages a riverside location with a railroad switchtrack would offer his firm. No definite action, however, will be taken until E. S. Westbrook, pres., returns from California.

## NEW ENGLAND

Norwich, Conn.—We have succeeded Charles Slosberg as owner of the elvtr. here. Plans for a 60,000-bu. elvtr. have been completed.—Yantic Grain & Products Co.

Woburn, Mass.—Bandits used the telephone to lure Warren Clement, a clerk, from the Jacquith Hay & Feed Store, and then they entered the store and rifled the cash register, getting \$250.

Newburyport, Mass.—Approximately \$700 was stolen from the safe in the office of the J. Cushing Grain Co. Feb. 23. Entrance to the building was gained by forcing a cellar window and to the office thru a trap door.

North Adams, Mass.—Anthony Stevens has filed suit for \$10,000 against William and Edward Kronick, proprietors of the North Adams Flour & Grain Co., in an action of tort on grounds of false arrest. Stevens was arrested under a mesne and appeared in the district court, with the owners of the North Adams Flour & Grain Co. as plaintiffs, and was placed under a \$500 bond, which was furnished by his mother.

## NEW YORK

Lockport, N. Y.—The Federal Mill & Elvtr. Co. has installed a No. 3 Standard Jay Bee Mill with fan.

Black Rock, N. Y.—A No. 3 Standard Jay Bee Mill with a fan was installed in the plant of the Keno Feed & Grain Corp.

Troy, N. Y.—Former Mayor Burns and his com'te of the Chamber of Commerce are endeavoring to secure favorable action with reference to a grain elvtr. at Troy.

Wallington, N. Y.—The Kate Sales Co., of which Fred M. Kenyon is the pres., has bot a site here for a grain and seed warehouse, which will be in charge of Frank B. Anderson. The headquarters of the concern are at Williamston.

Buffalo, N. Y.—H. J. Rengal has been elected pres. of the Moffat Flour Mills and vice-pres. of the Churchill Grain & Feed Co., to succeed the late W. L. Moffat. Mr. Rengal has been sec'y and treas. of these companies for a number of years.

Oswego, N. Y.—The Canal Board of the State of New York, after having secured the approval of the State Engineer, Supt. of Public Works Frederick Stuart Greene, and other officials, expects to install a drier, which will cost about \$20,000, for the treating of damaged grain in the State Elvtr. here.

New York, N. Y.—Joseph A. Abel and Paul Whitman have engaged in the grain, feed, and brokerage business under the name Abel-Whitman Co., Inc., and they have opened offices in the Produce Exchange. The business conducted by Mr. Abel will be continued by the new company. Considering the long experience of both Mr. Abel and Mr. Whitman, the success of the company is assured.

## NORTH DAKOTA

Fargo, N. D.—A. A. Lee, mgr. of W. C. Mitchell & Co., has just returned from a winter vacation in California.

Linton, N. D.—Bosch & Krueger intend to install a cleaner. E. Krueger is looking around for one that will cost about \$2,000.

Stanley, N. D.—As soon as the frost is out of the ground work will begin on the new 40,000-bu. elvtr. of the Nelson Grain Co., to replace the one which burned recently. The plant will be equipped with the latest machinery.

Hamberg, N. D.—F. H. Dunham, mgr. of the Farmers Elvtr. Co. here has just recovered from a severe case of pneumonia.

Palermo, N. D.—The Palermo Grain Co. elvtr. and the Royal Elvtr. Co. elvtr., both owned by the Beebe interests at Minot, were burned on Feb. 20. The fire was caused by a stove explosion in the Palermo Elvtr. and because of a stiff wind and a lack of efficient fire fighting apparatus the Royal Elvtr. was also destroyed by the flames. Altho both houses were fully covered by insurance, the owners have only decided upon the reconstruction of the Palermo Elvtr. Phil McArdle was mgr. of both.

## OHIO

Lodi, O.—Part of the roof recently was blown off the elvtr. of the Lodi Equity Co.

Xenia, O.—The Dewine Milling Co. has installed a No. 3 standard Jay Bee Mill.

Coshocton, O.—Lee Milling Co. has installed a No. 2 standard Jay Bee Mill with a fan.

Buchwalter (Jeffersonville p. o.), O.—The Se-dalia Grain & Lumber Co. contemplates rebuilding its elvtr. soon.

Zanesville, O.—The Hook-Aston Milling Co. has installed a batch-mixing machine for the making of feed and mash.

Mechanicsburg, O.—The Mechanicsburg Co-operative Exchange Co. suffered a small loss from a windstorm recently.

Arcadia, O.—The Arcadia Elvtr. Co. has purchased a combined cracker and grader from the Sidney Grain Machinery Co.

Keifersville, O.—A sheller and other equipment is being installed in the Keifersville Co-operative Elvtr. Co. plant by the Sidney Grain Machinery Co.

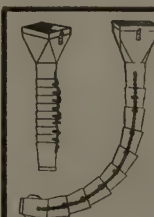
Columbus, O.—The many friends of "Uncle" Joe McCord will be pleased to hear that he is rapidly recovering from a large carbuncle on the back of his neck.

Mount Cory, O.—The driving of the elvtrs. was rearranged and new equipment was installed in the plant of the Mount Cory Elvtr. Co. by the Sidney Grain Machinery Co.

Sunbury, O.—G. J. Burrer of G. J. Burrer & Sons, millers and grain dealers, died from sleeping sickness following an attack of influenza. Mr. Burrer was 76 years old and had operated the mill here for a number of years and at the time of his death was vice-pres. of the Farmers Bank of Sunbury, besides being active in other business affairs of the town.

Toledo, O.—We are engaged in working out our plans but are not yet in a position to make any announcement with reference to them. We have obtained property here in Toledo for the purpose of developing coal dumping and grain facilities as the occasion requires them, and there must be some development along this line in the near future.—W. J. Harahan, pres., Chesapeake & Ohio Railway Co., Richmond, Va.

Toledo, O.—G. R. Forrester, of the Lake Erie Milling Co., which lost its plant by fire on Feb. 27, writes: "We are arranging to continue our business and have better facilities than we have enjoyed in the past. We expect to resume manufacturing our feeds within the next two weeks and our trade will be taken care of in the usual way." Charles Mollett and his associates are the owners of the company.



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Kansas City is the logical market for your corn at this time. Please phone or wire us for bids, our prices will be attractive.

Operators of the Milwaukee and Rock Island Elevators—total capacity 5,500,000 bushels.



Toledo, O.—H. Wallace Applegate, pres. of the exchange, gave a short talk at the monthly meeting of the Northwest Ohio Farmers Grain Dealers Ass'n, which was held at the Boody house on March 1. Jesse D. Hurlburt and J. W. Auscombe also spoke at the meeting.

## OKLAHOMA

Lucien, Okla.—The elvtr. of A. H. Clausing was slightly damaged by a wind storm on Feb. 8.

Muskogee, Okla.—The Nelson Flour & Feed Co. will repair its bldg. which burned recently with a loss of \$20,000.

Afton, Okla.—Wm. Lee Langley, formerly mgr. of the Lipscomb Grain & Seed Co.'s Afton Elvtr., is now mgr. of the Afton Mill & Elvtr. Co.

Selma, Okla.—Mat Roetker and F. W. Anderson, proprietors of the new Anderson-Roetker Grain Co., have bot the Alva Roller Mills Elvtr. and will be open for business April 1.

Kingfisher, Okla.—The state is investigating the attempted wrecking of the Kingfisher Mill & Elvtr. Co. plant. The company's loading supt. prevented an explosion when he threw out a lighted fuse which was connected to an explosive in the company offices. Officials have offered a \$500 reward for the conviction of the culprit.

Enid, Okla.—At the convention of the Oklahoma Farmers Elvtr. Ass'n, Feb. 22, 23 and 24, Paul E. Peeler was re-elected pres.; W. H. Henderson was elected vice-pres., and J. W. Murphy, sec'y and treas. The directors elected were: S. H. Hendricks, Harry Dunn, Paul E. Peeler, A. B. Messal, W. H. Henderson, E. J. Clark and F. I. Grimm.

Enid, Okla.—The Oklahoma Millers Ass'n will convene on the morning of March 18 and will convene thruout the day. The coal dealers will meet on the evening of March 18, and on March 19 the grain dealers will hold another all-day session which will wind up with the annual banquet in which the Grain Dealers Ass'n, the Millers Ass'n and the Coal Dealers Ass'n will take part.—C. F. Prouty, sec'y Grain Dealers Ass'n of Oklahoma.

## OREGON

Portland, Ore.—Mikkelsen Grain Co. incorporated; capital stock, \$100,000; incorporators, M. B. Mikkelsen, S. E. Mikkelsen, John Mikkelsen and L. W. Wright.

Eugene, Ore.—Theodore D. Harmon, mgr. of the Eugene Mill & Elvtr. Co. for the last three years, has gone into the feed and warehouse business on his own account.

Portland, Ore.—The Levy Grain Co., Inc., of this city, with offices in the Board of Trade Bldg., is rapidly liquidating its assets, and as soon as the liquidation is complete the company will dissolve.

Portland, Ore.—Thomas Kerr, managing director of Kerr, Gifford & Co., died here March 7, after a week's illness. Mr. Kerr was active in Portland civic affairs, was a member of the Foreign Trade Com'te of the Portland Chamber of Commerce and a director of the Columbia Pacific Shipping Co. Mr. Kerr was a partner in the firm of Sibson & Kerr, which was formed in 1894, and which was later succeeded by Kerr, Gifford & Co. He is survived by his widow and three sons, Donald, Thomas, Jr., and George Kerr.

## PENNSYLVANIA

Honey Brook, Pa.—J. M. Fisher's feed warehouse was destroyed by fire recently. A firebug is charged with starting the blaze.

Scottsdale, Pa.—George McCurdy has bot the Scottsdale Mill from F. V. Perry who for the twenty years prior to 1924 owned and operated the mill himself. In 1924 he leased the mill to Hockey & McCurdy who have since dissolved partnership. Mr. McCurdy is operating the mill under his own name.

Philadelphia, Pa.—Harry B. Cassel, pres. of H. B. Cassel & Son, died at his home Feb. 24. Mr. Cassel took an active part in the business altho he had been in ill health for the past two years. He was 58 years old and had founded the firm more than 30 years ago. Mr. Cassel was a member of the Commercial Exchange, which had a com'te to attend his funeral services. He is survived by his widow, a son and a daughter.

Erie, Pa.—H. W. Wurst of the West Side Feed & Fuel Co. is planning to purchase property for warehouse and elvtr. storage, in addition to the elvtr. which he recently completed.

## SOUTH DAKOTA

Crandon, S. D.—G. G. Stahl died here recently.

Selby, S. D.—The Selby Co.-op. Ass'n installed a cylinder grain cleaner.

Tabor, S. D.—The Glynn Bros. Elvtr. and the Western Terminal Elvtr. are both closed.

Amherst, S. D.—H. B. Thompson, mgr. of the Farmers Co-op. Co., is installing a new disc separator.

Warner, S. D.—I have succeeded Mr. Smythe as mgr. of Warner Co-operative Elvtr. Co.—Herold Larsen.

Milbank, S. D.—The Farmers Elvtr. Co. repaired and repainted its elvtr. New machinery was also installed.

Ortley, S. D.—We expect to install a cylinder cleaner next summer.—O. O. Haugen, mgr., Farmers Elvtr. Co.

Belle Fourche, S. D.—The Tri-State Milling Co. this spring will erect a large cereal plant to take care of the increased business.

Watertown, S. D.—Am going to install a seed cleaner to use in the warehouse. We have two others in use.—Selmser Fuel & Grain Co.

Chamberlain, S. D.—Wm. Dinehart owns and operates the mill and elvtr. formerly owned by the Co-operative Grain Co.—Marshall Dinehart.

Webster, S. D.—I expect to install a truck dump and new scale and have some general repairing done this spring.—Herman Olson, Herman Olson Grain Co.

Winifred, S. D.—L. F. Hartwich just installed a Grundle hammer mill in the Thos. Johnson Elvtr. which he purchased last fall. He is not operating the elvtr.

Doland, S. D.—B. E. Ewing, mgr. of the Doland Farmers Elvtr. Co., is installing roller bearings on the elvtr.'s line shafts, heads, etc. The motors in the plant are being enclosed.

Aberdeen, S. D.—L. A. Fuller, former mgr. of the McCaul-Webster Elvtr. Co., who recently bot out that company here, is operating under the name Fuller Elvtr. & Coal Co. He deals in grain, seeds, flour, coal, coke and wood, and in a short time expects to take on general warehousing and storage.

Onida, S. D.—Sexauer & Son have leased ground for the construction of a 25,000-bu. elvtr. Plans for it have already been prepared. The old elvtr. will be dismantled. The Sully County Co-operative Ass'n will also erect a 20,000-bu. addition to its present plant. Both buildings will be ready by Autumn.

Webster, S. D.—We changed our power over from direct to alternating current this winter. In so doing we also changed motors, installing two 7½-h.p. and one 15-h.p. enclosed Fairbanks-Morse Motors. We are still operating the Interior Lbr. Co.'s properties, taken over by us some time ago.—J. W. Oernton, mgr., Webster Equity Elvtr. & Trading Co.

Redfield, S. D.—H. L. Norton and H. C. Cobb have gone into partnership to operate the Independent Milling Co., which they bot recently from S. G. Haugen. They will operate as the Cobb-Norton Seed Co. and will specialize in farm seeds of all kinds, besides custom cleaning and grinding. New machinery for handling, cleaning and grinding will be installed. Mr. Cobb will take the active management.

## SOUTHEAST

Thomasville, Ga.—The Thomasville Elvtr. Co. elvtr. has been almost completely dismantled.

## TENNESSEE

Nashville, Tenn.—W. L. Jones has severed his connection with the Southland Milling Co. in order to become associated with E. W. Holt, who specializes in milling corn.

## TEXAS

Port Worth, Tex.—The Grain Exchange has adopted tentative plans for a \$750,000 office bldg.

Corpus Christi, Tex.—M. B. Roddy & Son have opened a retail feed business here, and are carrying the products of the Yoakum Mill & Elvtr. Co., which discontinued its local branch.

Plainville, Tex.—Albert Hinn of the Harvest Queen Mills has stated that work on the new mill has already begun.

Port Worth, Tex.—I have sold my interest in the Mashburn-Mullin Grain Co. at Oklahoma City and have opened offices here.—P. J. Mullin.

Gatesville, Tex.—Reports indicate that the plant of the Gatesville Roller Mills, which was destroyed by fire a short time ago, will not be rebuilt.

Amarillo, Tex.—The newly organized Chamber of Commerce has elected Walter A. Barlow, gen'l mgr. of the Great West Mill & Elvtr. Co., as vice-pres.

Childress, Tex.—The Scott Mill & Elvtr. Co. and Scott & Walling have merged and will have their headquarters in the Scott Mill & Elvtr. Co. building. Travis Walling will have charge of the new firm.

## WASHINGTON

Seattle, Wash.—J. S. King, formerly with Straus & Co., is now connected with H. D. Gee & Co.

Rockford, Wash.—Plans are being made to build a 25,000-bu. elvtr. here by a company that will be incorporated for \$15,000.

Tekoa, Wash.—L. J. and Paul Lauritzen, operating as the Lauritzen Grain Co., have bot the Mosier business property and will remodel the interior for their own use. They will also install an electric feed roll and grain cleaner.

## WISCONSIN

Westby, Wis.—Melvin Swenson has succeeded Olaf Walby as mgr. of the Westby Co-operative Exchange.

Milwaukee, Wis.—Darsie E. Dickinson, of Loyal, has been elected a member of the Chamber of Commerce. The membership of A. E. Bush has been transferred.

Milwaukee, Wis.—The Cargill Grain Co. and Armour & Co. are active bidders for the lease of Elvtr. E, which burned a short time ago, and which is being rebuilt by the Chicago, Milwaukee & St. Paul R. R. The Cargill company had the lease on the elvtr. until the time of the fire, while Armour's leased 27 of the bins since the fire after the co-operative Grain Marketing Co. collapsed. The preliminary work of inspecting the ground, cleaning up the debris, and deciding upon concrete construction has been completed.

Milwaukee, Wis.—The board of directors of the Chamber of Commerce has made a ruling to the effect that it is a violation of the to-arrive regulations to send out a bid for grains on certain conditions as to price, time of shipment, grade, fixed discount or market difference for lower grades, etc., and then purchase the grain on that bid on any other conditions. The terms of the purchase must conform to the terms of the bid in every particular. If they do not, then it is a violation of the rule. The directors' ruling is as follows: A bid for grain sent out from Milwaukee, and a purchase of grain on such bid, must be upon precisely the same terms in every respect, and it would be a violation of the to-arrive rule, for example, to purchase at a stipulated discount for lower grades, where no specified discount is named in the bid.

[Continued on page 283.]

## THE A. E. STALEY MFG. CO.

Decatur

Illinois

is in the market daily for

# SOY BEANS

Quotations made on Number 2  
grade Government inspection or  
samples submitted



## Feedstuffs

**St. Louis, Mo.**—"Flako" is the word filed by the Corno Mills Co. under serial number 184,895 to represent stock and poultry feed.

**New England** as an outlet for corn and oats feed from the West is becoming less satisfactory. The number of horses in New England last year decreased 7%, and dairy stock 8%.

**Cincinnati, O.**—"Sunset" printed in black letters in an arch, has been filed under serial number 165,901 by the Ubiko Milling Co., for stock and poultry feed, particularly poultry scratch feed.

**Chicago, Ill.**—"Bob" Chapin is back at his desk with Chapin & Co. after a year's vacation. Up to a year ago when he started the rest cure, Mr. Chapin had given his company 39 years of uninterrupted service.

**Owensboro, Ky.**—Jay Chapin of Chicago is replacing O. H. Williams, with the Rapier Sugar Feed Co. here, who resigned to accept the presidency of a wholesale drug company.

**Barron, Wis.**—John J. Holman of the Barron Feed Mill, has acquired the stocks of flour, grain, etc., of the Farm Buro warehouse and has purchased the warehouse to increase his storage room.

**Fort Wayne, Ind.**—Authority has been granted the McMillen Feed Co. to increase its common stock from \$200,000 to \$300,000. A 3-story fireproof structure and an additional spur track has recently been added to the company's facilities.

**Detroit, Mich.**—Charles Larrowe, senior Vice-Pres. and a director of the Larrowe Milling Co., died here on Feb. 23, at the age of 68. He is survived by his widow, two brothers and a sister. Mr. Larrowe was well known in the grain trade and many mourn his loss.

**Charleston, W. Va.**—A pair of diagonal blue bars or bands extending over the face of the label or container has been filed under serial number 223,163 by the Charleston Milling & Produce Co. to be descriptive of feed for livestock.

**Chicago, Ill.**—The Executive Com'te of the American Feed Manufacturers Ass'n have proposed holding the annual convention at French Lick, Ind., May 27-29 and are now canvassing the membership to learn if the proposal meets with approval.

**Fort Worth, Tex.**—Ruth Thomas, the famous "Sister Sue" of the W. J. Lawther mills at Dallas, has joined the force of the Kimbell Milling Co. here. "Sister Sue" used to write the weekly feed letters of the Lawther Mills.

**Cedar Rapids, Ia.**—A \$150,000 warehouse and office bldg. will be erected by the Three Minute Cereal Co., according to the recent announcement of John C. Reid, vice-pres. and gen'l mgr. of that company and of the Corno Mills of E. St. Louis, Ill. Plans are being prepared now and work will begin in May.

### Feed Movement in February.

Receipts and shipments of feed at the various markets during February, as compared with February, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Baltimore, tons	1,017	1,337		
Chicago, tons	14,382	15,449	37,400	37,807
Cincinnati, tons	2,190	2,010		
Kans. City, tons	1,820	4,920	81,740	19,080
Milwaukee, tons	3,850	3,203	10,017	9,074
New York, tons	440		5	
San Francisco, tons	294	040		

**Brownwood, Tex.**—A new mill is being installed in the old John G. Lee mill building which has been used for storage by the Austin Mill & Grain Co. for several years, by a representative of the S. Howes Co. The Austin Mill & Grain Co. will enter the feed milling business extensively.

**Slater, Mo.**—J. H. Armstrong, mgr. of the Farmers Elvtr., sold more Purina Cow Chow in a two month contest than 253 other distributors of the product. As a result Mr. Armstrong has won a valuable prize. In the past he has won a bronze cow, a bronze pig, bronze rooster, bronze mule, clock, gold coins, and an electric heater.

**East St. Louis, Ill.**—A black circle enclosing a representation of a cow's head and bearing the words "Always A-Head," and surrounded with other representations of cows' heads, has been filed under serial number 225,168 by the Black & White Milling Co. to represent dairy feed. A similar design, except that rooster heads are used instead of cows' heads, is filed by the same company under serial number 225,167 for poultry feed.

**Kansas City, Mo.**—Suit has been filed against Thomas Southard by the Southard Feed & Milling Co., which alleges unfair competition on the contention that when Mr. Southard left the company in 1922 he agreed not to engage in a similar business within 50 miles of Kansas City for 5 years. He has established a competitive business in St. Joseph. A point at issue is whether the distance between Kansas City and St. Joseph should be measured from city limit to limit or from geographical center to center. On this hinges the answer to whether Mr. Southard is or is not violating his agreement.

### Total Digestible Nutrients Decide Value of Feed.

Experiments conducted at the Ohio Experiment Station over a period of 14 years show that less protein is necessary in a good dairy ration that is generally supposed and that a cow's production is most dependent on her consumption of total digestible nutrients or net energy.

Older feed standards call for unnecessarily large amounts of protein. The actual maintenance requirement is less than that prescribed by these standards. In addition to the maintenance requirement, an amount of digestible protein only slightly greater than the protein content of the milk appears to be adequate. Beyond this point, production follows total digestible nutrients of "net energy" or "starch value" of the ration.

Variety in the rations is thought to have had an important bearing on the favorable results secured with rations low in protein. The results of these experiments, if confirmed in practice, should be of great economic importance.

The experiments are fully described in Bulletin 389, Protein Requirements of Dairy Cows, Experiment Station, Wooster, O.

### Eastern Federation of Feed Merchants Meet.

The tenth annual mid-winter meeting of the Eastern Federation of Feed Merchants was called to order in the Arlington hotel, Binghamton, N. Y., on Tuesday, Feb. 23, by Pres. W. S. VanDerzee, Albany. A two-day meeting was held with nearly 150 present.

James A. Sturges, Easthampton, Mass., outlined feed and grain conditions in New England states and contended business is nearing a normal basis after a long period of fluctuation.

Dr. Geo. Newman, Ithaca, N. Y., of the New York State Department of Farms and

Markets, described the activities of his department and invited co-operation on the part of the feed men.

Grant Wright, Philadelphia, speaking before the banquet Tuesday evening, declared:

### Future Business Looks Good.

We are facing a big business year and there must be harmony to really cope with the growing situation and enjoy it. To what proportion the new conditions will go we cannot say, but I know I can safely declare farmers and feed merchants in the East are entering one of the biggest seasons of recent years.

Service should be the watchword from now and the results to be brought about thru this service will be successful only in the event that there is plenty of co-operation. Selfishness must not exist in any degree for there is plenty of work to be done to get back to a normal basis and if anyone shirks that makes it all the harder for the rest. Conditions in the agricultural regions of the West are not of the best but in the East they are improving and farmers are going to realize their just profits and you men can help them along by co-operating.

Naturally there are many ways in which you can lend assistance and bring about an excellent harmonious condition in the federation but that is up to each individual who must work out his own problem.

Routine business took up the closing session Wednesday. The directors appointed a temporary sec'y to succeed the late Frank Jones. A permanent sec'y will not be elected until the next meeting, which is scheduled for Buffalo in June.

### Portland Makes Changes in Rules.

The following changes in the rules and regulations of the Portland Merchants Exchange, Portland, Ore., were made to be effective Mar. 1:

In lieu of Section 10, Rule D: "Where an over-delivery or an under-delivery exceeds one per cent of the contract, or more than one hundred bushels, the entire over-delivery or under-delivery shall stand as such, with the variation in quantity to become matter of settlement between the parties to the transaction. Settlement shall be made within thirty days unless extended by mutual consent. If settlement price cannot be arrived at between the parties, it shall be determined finally by arbitration. It being further understood, however, that where there are a series of contracts of the same class of grain any over-delivery is to be applied on next succeeding contract and an under-delivery shall be filled from the next car unloaded, except in case of last contract where the above condition shall prevail.

A contract of sale designated as a car load shall mean 1,400 bushels of wheat; 40 tons of corn, oats, barley, rye. When a car of specified capacity is designated, shipper must load 5 per cent but not exceeding 10% over marked capacity of car.

Effective July 1, immediate shipment will mean that cars shall be loaded and bills of lading signed by the railroad company no later than 3 days from date of contract. Immediate delivery will mean that cars must arrive at designated destination not later than 5 days from date of contract.

Quick shipment will mean that cars shall be loaded and bills of lading signed by railroad company not later than 5 days from date of contract.

Prompt shipment will mean that cars shall be loaded and bills of lading signed by the railroad company not later than 10 days from date of contract. Prompt delivery will mean that cars must arrive at designated destination not later than 10 days from date of contract.

Present rule as to returns within 15 days to be continued.

### Exports of Feedstuffs.

Exports of feedstuffs during January, compared with January, 1925, and for 7 mos. ending with January, are reported in short tons by the Bureau of Foreign and Domestic Commerce as follows:

	January		7 months ending January	
	1926	1925	1926	1925
Hay	1,740	1,537	13,064	11,228
Cottonseed cake	37,350	53,391	202,220	202,151
Linseed cake	32,603	35,564	185,490	176,000
Other oil cake	1,069	150	2,341	2,011
Cottonseed cake meal	27,603	15,516	123,385	84,200
Linseed cake meal	408	156	6,706	2,689
Other cake meal	5,278	140	9,848	2,122
Brans and middlings	225	311	1,858	1,620
Screenings	231	198	2,607	2,995
Other mill feed	2,503	878	13,567	6,222
Prepared feeds, not medicinal	1,197	1,753	8,343	12,371



## Paying Each Grower His Protein Value.

By C. W. McDONNELL, RAILROAD COMMISSIONER, BEFORE NORTH DAKOTA FARMERS GRAIN DEALERS ASS'N.

If some plan could be worked out whereby each farmer by storing his wheat on the farm for a time, would be paid the actual value of his wheat, on a protein basis, there is no doubt that the majority of farmers would hold grain at home.

Buying wheat on the average protein content for each station is a step in the right direction, but does not go far enough. No one would consider for a moment selling stock on this basis—accepting for two or three fat, well finished steers the average price per pound of all the stock in that territory, old and young, good, bad and indifferent—yet this season around 50,000,000 bushels of wheat has been sold on that basis.

Early last fall an elevator manager proposed that managers arrange with their patrons to put grain as threshed into a good bin or granaries. As rapidly as possible the manager would take samples from each, dividing the sample with the farmer, so each might have test made. The elevator man would thus have protein content of each lot of wheat held by his customers and when farmer wished to sell, would be paid the actual value of his particular lot of wheat.

I know of another manager who has had samples from every section of land within ten miles of his elevator tested for protein and is in a position to pay every customer what he is entitled to.

There are many difficulties in the way of successful working out of a plan whereby the desired condition may be brought about. But if every elevator manager, and others interested will give the question their serious consideration, there is no doubt that it will be worked out.

The benefits of the plan are many. If the farmer is paid the actual value of his wheat, it will tend to promote better farming, for it is well known that wheat grown on sweet clover or alfalfa sod is of a higher protein content than that grown on other soils, other conditions being the same. The local elevator manager would have a longer season in which to handle the crop and elevator storage would, to a large extent, be done away with; danger of serious railroad congestion would be avoided and at no expense and it would make for better understanding between the manager and his patron.

## Patents Granted

1,573,166. Grain Separator. Thos. C. Hutchinson, Duluth, Minn. Beneath a scalping sieve are a blank, a wheat sieve, and a fine seed sieve, an auxiliary sieve intermediate of the scalping sieve and the blank for performing an initial separation of the wheat from the oats.

1,572,055. Method and Apparatus for Cleaning, Separating and Grading Seeds. Harry R. Warren, Wabaska, Nev., assignor to Warren Seed Cleaning Co., Reno, Nev. The mixture of seeds is fed into a succession of liquids of graduated density, the layers being removed from time to time as produced by the action of the liquids.

1,573,142. Machine for Treating Seed Grain. Claude C. Calkins, Spokane, Wash. Combined with a rotary drum and a main hopper are a powder hopper disposed within the main hopper and having means for adjusting the area of an opening in the bottom of the powder hopper, an agitator in the powder hopper, and means carried by the drum for operating the agitator.

1,574,751. Combined Grain Cross Conveyor and Dockage Remover. Anson S. Barker, Minneapolis, Minn. This combined conveyor and dockage remover comprises a screen, sectional conveying means for delivering grain to the screen and for receiving the dockage from the screen, and a gate operative, at will, to cause one section of the conveying means to by-pass the grain in the direction of the screen.

1,572,590. Grain Door Latch. Daniel Robert Cameron, Vancouver, B. C. The latch plate extends thru the greater part of the depth of the door and is slidably mounted on the inner side of the car adjacent the doorway and susceptible of having its edge projected beyond the edge of the doorway or retracted clear thereof, and means for operating the plate from the outer side of the car by means of a lever, the weight of which tends to hold the plate in the retracted position.

1,573,340. Grain Treating Machine. Samuel A. Weitman, Kahlottus, Wash. The machine comprises a rotatable cylinder having a grain inlet and having its walls perforated throughout a portion of its length, a drum surrounding the perforated portion of the cylinder to contain a grain treating medium, and a dipper in the drum for elevating a predetermined quantity of its contents and dropping such quantities onto the perforated portion of the cylinder, the dipper being passed into the drum through a slot in the end thereof and movable into and out of the drum through the slot.

1,573,880. Filled Bag Closing Machine. Chas. S. Thompson, Park Ridge, and Wm. B. Long, Chicago, assignors to Union Special Machine Co., Chicago, Ill. The machine includes in com-

means carried by the frame and on which the carrier is adapted to be moved, the carrier being adapted to be moved along the supporting means by the feed of the sewing machine operating upon the filled bag mounted on the carrier, and means for automatically returning the carrier to normal position for loading after the filled bag has been removed therefrom.

1,574,706. Automatic Weighing Machine. Joshua W. Smith, Sheldon W. Smith and Ed-bination, a supporting frame, a sewing head mounted thereon having means for feeding the mouth of a filled bag, a carrier, supporting mund S. Smith, Springfield, Ia. A plurality of pockets are provided in a member rotating within the hopper, the weight of the material fed into the pockets rotating the member. A scale beam is pivotally mounted on the hopper. An arm is carried by the beam and disposed in the path of the stops whereby movement of the member may be stopped and the pockets properly positioned. A support is located in the path of the beam for limiting its movement in one direction and means are located in the path of the stops for retarding movement of the member before each of the stops engage the arm and for holding the member against retrograde rotation.

1,573,064. Attachment for Corn Shellers. Emanuel Heitzman, Alexandria, S. D. The sheller includes a concave, a hood extending thru the concave, a blower having an opening partially communicating with the upper end of the concave, the rear wall of the concave provided with an opening adjacent the opening in the blower, the hood casing communicating with the openings, and a baffle plate comprising a body plate having rectangularly disposed right triangular ends with the hypotenuse edges merging with the end edges of the body plate, one leg edge of each end merging into an outwardly disposed lateral flange adapted to be fixed to the rear wall of the concave adjacent the opening therein.

Wheat bread has ceased to be a luxury, as it was formerly, and has now become practically a necessity. As a favorite article of diet it is rivaled in Germany today only by boiled potatoes.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

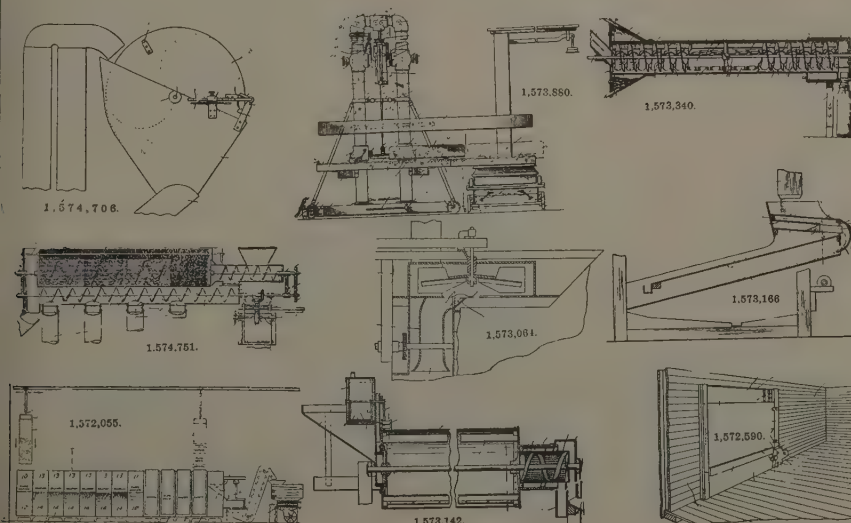
for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.





# Seeds

**Dayton, O.**—C. R. Martin has sold his seed business to V. E. Herter & Co.

**Frank S. Love** is the new representative of the O. & M. Seed Co. for the South-eastern states.

**Fargo, N. D.**—Prospects for the seed business this spring are splendid.—W. H. Magill, Magill & Co.

**Omaha, Neb.**—New quarters have been purchased by the Standard Seed Co. and possession will be taken in a few months.

**Mount Vernon, Wash.**—A \$12,000 tile and brick building, with cleaning, warehouse, and retail rooms is being built by the City Grain & Seed Co.

**Toledo, O.**—Premier Seed Co. is the successor to Crumbaugh & Kuehn Co., wholesale field seeds. F. R. Moorman continues as general manager.

**Cupertino, Cal.**—John F. O'Keefe, doing business as Lowe Ranch, filed trademark Ser. No. 223,800, the word "Topepo" particularly descriptive of seeds.

**East Moline, Ill.**—The building and grounds of the Independent Seed & Fuel Co. has been sold by S. A. Cartwright to John Siefken for \$4,000.

**Tulare, S. D.**—Smut treatment is not as general here as it should be. Farmers seem to prefer the antiquated formaldehyde method to the newer way.—Siberz Bros. & Craig, Inc.

A higher duty on imported clover and flax seed is asked by the North Dakota Farmers Elevator Ass'n in resolutions published in our report of its annual meeting elsewhere in this number.

**Fargo, N. D.**—North Dakota raises the majority of the sweet clover that is produced in this country. The outlook for the spring seed business was never better.—R. F. Gunkelman, Interstate Seed & Grain Co.

**Chicago, Ill.**—Prizes aggregating \$17,000 will be awarded in the National Seed Corn Show held this year from Mar. 2 to 7 by the Sears-Roebuck Agricultural Foundation. A prize of \$1,000 will be given for the champion ear.

**Canada.**—At a recent meeting of the Welland County Board of Agriculture it was decided to encourage alsike seed production. This is one of the most active boards in Ontario. Welland county has produced a large

quantity of seed for many years and exported to United States and abroad. The Canadian alsike seed is highly rated for quality and hardness.

**Bridger, Mont.**—A shipment of 15 carloads, or approximately 700,000 lbs. of seed peas was scheduled to leave here near the last of February for distribution in Wisconsin. The Great Western Seed Co. handled the contract.

**Chicago, Ill.**—A 12-inch silver trophy cup has been donated to the Idaho State Seed Show by the Albert Dickinson Co., to be contested for annually by alfalfa seed growers, the winner's name to be engraved on the cup each year.

**Dr. Charles V. Piper**, in charge of the office of Forage Crop Investigations, United States Department of Agriculture, died late last month. He had been in ill health for some time. Dr. Piper was a world-wide authority on forage crops and grasses.

**New York, N. Y.**—Wm. Jacot, well-known seedsman, is back again in his office and is attending his extensive business, though with one arm in a sling. During the recent blizzard, which tied up traffic here, he had the misfortune to slip and fall, fracturing the bone in one arm.

**Evansville, Ind.**—Seed dealers in many of the southern Indiana towns report the demand for seed unusually active now and they are looking for a good spring and early summer business. Many dealers express the opinion that business this year will exceed that of last year.—C.

**New York, N. Y.**—Fifty tons of Canadian seed grain, consisting of 18,000 bus. of pedigreed Marquis wheat and 15,000 bus. of pedigreed Banner oats, were shipped to Argentina on Mar. 2. The shipment was consigned to Bunge & Born Corp., Buenos Aires, by the Canadian Seed Growers' Ass'n.

**Chicago, Ill.**—A 7-story building has been leased by Vaughan's Seed Store in which to establish another Chicago retail seed store in the down-town district on or about May 1. The building is 100x123 ft. and has been leased for a period of 25 years at an average net rental of \$18,500 annually. The first floor will be devoted to a retail store and the remainder to general offices and a wholesale department. Present warehouses and offices will be abandoned.

**Fort Worth, Tex.**—If the Panhandle shippers continue to ship red top in here it will go much lower. The best thing to do is to forget this seed for the time being and wait for a demand. One reason this market is breaking is that there is quite a bit of immature seed coming in which is being worked at very low levels and unless you stop shipping it will go to \$2 for good seed. I do not believe I would consign Red Top Cane seed at all. Buyers wait until there are a few cars on track at Fort Worth and then step out of the market and break it. It is best to offer it on a brokerage basis if you must move it. There is no reason for this break except too much seed on track and buyers know it.—Harry Johnson.

## Why Grow Soy Beans?

Success with the soy bean seems to depend upon selecting the proper variety to suit the soil conditions as well as climate and altitude, according to a recent bulletin of the Wisconsin experiment station.

Different types of soy beans are grown for various purposes, some being superior for hay, while others are better for seed, silage, or hogging off.

The farmer desiring seed is dependent either upon the advice of high class seedhouses who have experimented themselves with this popular legume whose growth is increasing rapidly over wide stretches of territory or upon their state experiment stations.

## Clover Seed for Indiana Farms.

BY A. T. WIANCKO, PURDUE AGRIC. EXP. STATION.

Due to insufficient supplies of native clover seed, large amounts of seed are imported from other countries. Some of this imported seed is as good as native seed, but some is practically worthless because it will not stand Indiana winters. The recurrent shortage of native seed often makes it necessary to use foreign seed. It is therefore important to know which foreign clovers are adapted to Indiana and which are not.

Clovers from Canada and Northern Europe are practically equal to native seed. Central European clovers are less valuable because they winter-kill considerably more. Chilean seed is still less hardy. Italian clovers are practically worthless in Indiana.

Indiana farmers should refuse to purchase clover seed from countries of Southern Europe. Clover seed imported from Italy and other Mediterranean countries has proved a failure in Indiana. The clover crop from this seed will not stand Indiana winter conditions. A large number of clover failures have been due to the use of seed imported from this territory.

Clover seed from Northern France, Germany and other parts of Northern Europe does fairly well in Indiana and may be satisfactorily used. It is important, however, to establish the fact that the seed was grown in these northern countries and not merely shipped from there, since much seed is shipped from southern to Northern Europe for export.

The results of our tests show that Italian clovers are practically worthless in this climate. Chilean clovers are also seriously lacking in adaptation and should not be used. Central European clovers are considerably better, but they winter-kill about one-quarter. This might be offset somewhat by thicker seeding. The northern European and Canadian clovers are practically equal to the native.

*Most foreign clover seeds are of good quality and produce good stands of plants, but when it comes to winter hardness they cannot be judged by the appearance or germinating quality of the seed. Dealers as well as farmers should bear this in mind and make the proper distinction.*

It may be mentioned here that under more favorable winter climates, as in the southern states, and in certain northern sections where there is a protective covering of snow throughout the winter, clovers that fail in Indiana may do very well. The trials in Wisconsin, for instance, have shown that under a heavy covering of snow the Central European clovers will do as well as any northern clovers.

The Indiana seed law provides that every sack and package of seed shall bear a label which in addition to information on germination and purity shall state the state, territory

## Seed Movement in February.

Receipts and shipments of seeds at the various markets during February, as compared with February, 1925, were as follows:

	Receipts		Shipments	
	1926	1925	1926	1925
Chicago, bus. . . . .	140,000	143,000	15,000	15,000
Duluth, bus. . . . .	103,310	109,907	331,318	284,400
Milwaukee, bus. . . . .	85,780	151,680	1,430	.....
Minneapolis, bus. . . . .	278,490	750,050	89,860	141,550
Superior, bus. . . . .	94,918	97,911	26,689	31,270
Montreal, bus. . . . .	40,270	12,100	.....	.....
<b>KAHIR AND MILO</b>				
Pt. Worth, cars . . . . .	401	153	6	52
Hutchinson, cars . . . . .	69	186	.....	.....
Kans. City, bus. . . . .	290,400	635,800	176,000	319,000
St. Louis, bus. . . . .	58,800	117,600	24,000	161,720
Wichita, bus. . . . .	15,600	72,000	1,200	87,600
<b>CLOVER</b>				
Chicago, lbs. . . . .	2,079,000	1,507,000	1,708,000	1,205,000
Milwaukee, lbs. . . . .	347,003	444,575	306,390	37,008
New York, bags . . . . .	.....	.....	1,881	.....
Toledo, bags . . . . .	6,201	2,701	4,717	5,780
<b>TIMOTHY</b>				
Chicago, lbs. . . . .	1,801,000	2,038,000	1,212,000	2,481,000
Milwaukee, lbs. . . . .	185,000	235,500	60,540	155,285
Toledo, bags . . . . .	26	1,382	1,286	481
<b>ALSIKE</b>				
Toledo, bags . . . . .	189	349	585	1,300

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1018 So. Wabash Ave.  
Chicago, Ill.



foreign country from which the seed came. This is unknown, the merchant may state "unknown" on the official seed label. Experience shows that the identity of good desirable seed is rarely lost, but the identity of less desirable seed is often conveniently lost and the seed marked "unknown."

Where clover seed is marked "unknown" farmers should class it as undesirable and should hesitate to purchase such seed. Even a statement "Grown in Europe" or "European Grown" is not definite enough and could be a warning especially when applied to red clover seed.

Neither sweet clover nor alfalfa can be satisfactorily substituted for red clover on acid soils. When clover fails, the most satisfactory temporary substitute in the rotation is a crop of soybeans, which will make a satisfactory summer hay for feeding in the place of clover and the rest of the rotation need not be disturbed.

**STEAM RAILWAY** trainmen are demanding a wage boost of 7%, which of course can't be paid unless the railroads are granted a similar increase in their rates for transporting freight and passengers. Interested shippers could lose no opportunity to protest against any further increase and also to advise their former patrons of how such an increase will affect the price of what they buy and sell.

## French Clover Seed Desirable.

Toledo, O.—Regarding the talk about Italian seed in this country, a letter dated Mar. 3, from the U. S. Department of Agriculture, would clarify the atmosphere. It reads:

"Yours of the 25th, relative to imports of French, German and Italian red clover of the 1925 crop, has been received. The information at hand does not enable us to determine what percentage of the imports of this seed is of the old or new crop. No red clover was permitted entry during September and October meaning no permits were issued during those two months. It probably is safe to assume that the bulk of the imports since Nov. 1st represents new crop seed. Of the 14,025,000 lbs. of red clover permitted entry from Nov. 1st to Feb. 28th, 13,695,100 lbs. came from France, 285,300 lbs. from Germany, 33,000 lbs. from Italy, and 11,600 lbs. from Canada."

Bear the above information in mind when you hear talk against imported seed, and remember that French seed is a very desirable article, and should compete successfully with domestic in many localities. Six dollars premium for domestic is too much, and if demand proves adequate you may have to pay much more for our imported than present rotations. In other words, old supply and demand will again determine.—J. F. Zahm & Co.

## An Up-to-Date Seed Cleaning Plant.

Users of seeds will pay a premium for seeds coming from a house with a reputation for putting out seeds just as represented.

To earn such a reputation and to retain it when deserved requires unceasing vigilance on the part of the wholesale dealer in seeds, both in procuring his supplies and in cleaning and testing the seeds before offering to the trade.

A large investment must be made in buildings and equipment and a trained personnel must be employed. Wholesalers who have enterprisingly gone forward in adopting the best methods at considerable cost have been well rewarded by the growth of their business.

Such has been the experience of the J. Chas. McCullough Seed Co., which has recently completed the up-to-date seed cleaning and handling plant shown in the engraving herewith, at Cincinnati, O.

The building is 308 by 90 ft., of brick and concrete. The center portion, containing the machinery and bins, is 88 by 90 ft., and 8 stories high, with head houses above. The structure rests on 900 concrete piles 20 inches in diameter, driven 64 feet. The main warehouse is three floors and basement, the foundation being sufficient for three additional floors when needed.

A siding of the Pennsylvania Railroad extends the entire length of the building, and all openings in the wall on that side of the building are the entire distance between columns, excepting where the stairways come. These openings are closed by the jack-knife type of doors which leaves the entire door space free when the door is open. On two sides of the building ample space is allowed for trucks to back in and bring their body level with the floor. The office is on the second floor of the building.

The cleaning operations are arranged so that when the seed is sacked off it is on the third floor level. From this floor it can be sent by spiral conveyors to any of the other floor levels or directly by cross belt into a car on the siding. A large capacity freight elevator serves all floors from the basement to the eighth floor for elevating bagged seed. From the cleaning floor seed is spouted to the bulk room, to open bulk and to circular steel bins and then to the sacking floor, where the sacks are sewed by a special machine.

The main elevating leg has a capacity of 23 tons per hour and discharges above a 36,000-lb. Hopper Scale and into any of three main tanks of 4 bins each. Two minor legs of 8 tons per hour capacity extending from basement to top floor feed to scales or directly to 10 nearest bins and can be fed from any floor. Each of the 3 tanks feeds to batteries of two Monitor Scalpers above 4 clippers. One minor leg feeds to any of 4 Monitors and a gravity separator. Provision is made for 7 elevator legs.

Independent electric motors drive each leg

and each cleaning machine. Three dust collector units having five filters each receive dust from all machines. On the first floor are three platform scales and two on the second and third floors. The machinery was supplied by the Webster Mfg. Co.

The officers are J. Chas. McCullough, pres.; H. Trimble McCullough, vice-pres. and general manager; H. D. Brown, vice-pres.; B. W. Delaney, assistant treasurer, and John A. Schrenker, assistant secretary.

**Knox, Ind.**—Suit for \$1,100 damages has been filed against Alex Bauer, a Knox county farmer, by the Indiana Wheat Growers Ass'n, for refusing to deliver his 1925 wheat crop to the ass'n. Bauer is alleged to have contracted with the ass'n to deliver all his wheat excepting the seed for the next crop, but sold 110 bus. of the 800 bus. he harvested, himself, paying no attention to the demands of the ass'n. When Mr. Bauer can get more money in the open market it is not easy to turn an entire crop over to a pool and wait.

## Can Seed Clover on Frozen Ground.

Seeding clover and grass in wheat in the latter part of March when the ground was honeycombed by freezing proved very successful in comparison with other methods of seeding at the Ohio Experiment Station.

A seed mixture of about 6 pounds of red clover, 2 of alsike, 2 of alfalfa, and 5 of timothy per acre has proved satisfactory for hay on land where the lime need had been supplied.

Usually the best time to seed the mixture is from the middle to the last of March in northern and central Ohio and a little earlier in the southern part of the state.

On the other hand some of the young clover may be killed by freezing after a very early seeding.

# SMITE THE SMUT

AND PLANT

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# Corona Coppercarb

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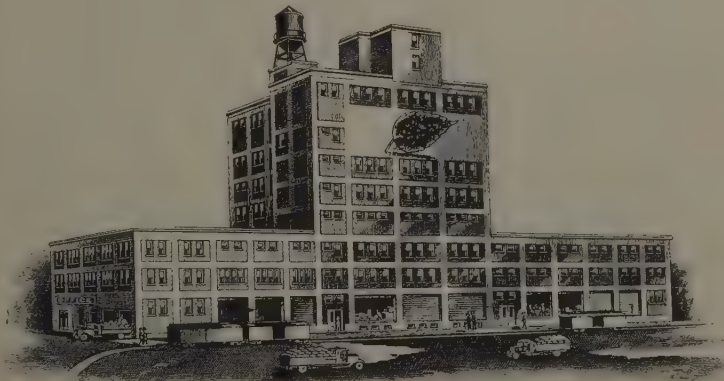
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## Supreme Court Decisions

**Liability of Broker.**—Where plaintiffs, relying on their brokers' report that brokers had sold sugar, completed their purchase, brokers were liable to plaintiffs for any loss resulting from failure to truthfully report.—*Gravenhorst et al. v. Turner et al. Supreme Court of Appeals of Virginia*, 131 S. E. 468.

**Passage of Title.**—Generally when goods sold, f. o. b. cars are placed on board cars, title passes absolutely to buyer, and property is wholly at his risk, but this general rule is inapplicable where it was not the intention of parties to pass title f. o. b. to the consignee. *Rountree v. Graham. Supreme Court of Appeals of Virginia*, 131 S. E. 193.

**Sale F. O. B.**—In action on contract for sale of cotton seed, terms "f. o. b. cars at Brookshire Station," held not to fix place of payment there, but merely to fix price by signifying delivery without charge for drayage or other expenses previous to loading.—*Sealy Oil Mill & Mfg. Co. v. Baronian. Court of Civil Appeals of Texas*, 279 S. W. 303.

**Pooling Contract not in Restraint of Trade.**—Co-operative marketing contract between Indiana tobacco grower and co-operative association incorporated under Bingham Co-operative Marketing Act, Kentucky, held not void as creating a monopoly or as in restraint of trade.—*Burley Tobacco Growers' Co-op. Ass'n v. Rogers. Appellate Court of Indiana*, 150 N. E. 384.

**Illinois Securities Act Applies to Farmers' Elevator Co.**—Securities Act applies to stock of Farmers' Elevator Company, organized for profit and issuing profit-sharing certificates of stock, which are not permitted to be sold unless section 9 has been complied with by corporation filing required statement.—*Morrison v. Farmers' Elevator Co. et al. Supreme Court of Illinois*, 150 N. E. 330.

**Right of Inspection.**—Under contract for sale of fruits, by which fruits were shipped with draft attached to bill of lading or to delivery order from pool car, buyer had no right of inspection before payment of draft, unless such right was given by custom of business.—*California Prune & Apricot Growers v. Jagers Wholesale Grocery Co. Appellate Court of Indiana*, 150 N. E. 317.

**Freight on Shipments from Canada to United States.**—Transportation charges for through shipment from Canada to New York, payable in New York, were payable in lawful money of United States for entire trip, notwithstanding depreciated value of Canadian currency and Interstate Commerce Act, § 6, subd. 7 (Comp. St. § 8569).—*Mountain Lumber Co. et al. v. Davis, Director General of Railroads, et al. U. S. District Court*, 9 Fed. (2d) 478.

**Refusal to Furnish Cars.**—Action against railroad and others for failure and refusal to furnish cars, in violation of Interstate Commerce Act Feb. 4, 1887 (Comp. St. § 8563 et seq.), as amended, particularly as amended by Elkins Amendment (Comp. St. §§8597-8599), held not within exclusive jurisdiction of Interstate Commerce Commission. Allegations, in petition action against railroad and others for refusal to furnish cars to plaintiff, that plain-

tiff had complained to Interstate Commerce Commission, held not to show that plaintiff had elected to pursue its remedy before Commission, and was therefore precluded from suing in courts by Interstate Commerce Act, § 9 (Comp. St. § 8573).—*Powers et al. v. Cady et al. U. S. District Court*, 9 Fed. (2d) 458.

## Confirmation of Telegram Must be Prompt.

Geo. Q. Moon & Co., Binghamton, N. Y., plaintiffs, v. C. A. King & Co., Toledo, O., defendants, before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of E. H. Bingham, H. W. Reimann and Frank G. Coe.

On Dec. 3, 1925, defendant wired the plaintiff offering five cars of No. 3 yellow corn at 90½ cents Philadelphia, immediate shipment, tread. Evidence shows that this wire was filed in Toledo at 10:23; was received by the telegraph company at Binghamton, N. Y., at 10:40; delivered to the plaintiff at 10:45 and plaintiff's reply accepting five cars was filed with the telegraph company at Binghamton at 10:50; received at Toledo Exchange at 11:04 and delivered to the defendant about 11:10. The defendant wired the plaintiff in a message filed at 11:19, delivered in Binghamton about 11:35, that the market was higher and that they would book at 92½ cents. Further telegrams were exchanged in which the plaintiff maintained that offer had been accepted immediately and insisting on the contract being filled, whereas defendant claimed that they were not obligated to fill the sale.

On the defendant's refusal to fill the contract, evidence shows that the plaintiff bought in three cars at 92 cents, Dec. 4, and two cars at 88½ cents on Dec. 5, basis Syracuse rate, the first three being secured at a loss of 1½ cents and the two cars ¾ cents less than the contract price and the plaintiff bills on the defendant for the difference, amounting to \$53.55, to which amount no objection has been made.

As the records of the transmission of the telegrams do not show any unreasonable delay on the part of the telegraph company and as the original offer was a firm offer and was answered within a reasonable time, in this case five minutes, the com'te rules that the defendants are bound by their offer and awards plaintiffs the full amount of their claim, namely \$53.55, and assesses to the defendant the cost of arbitration.

## Buyer not Bound by Unknown Clause in B/L.

Strong Trading Co., Wichita, Kan., plaintiff, v. C. E. Robinson Elevator Co., Salina, Kan., defendant, before Arbitration Com'te No. 2 of the Grain Dealers National Ass'n, composed of E. H. Bingham, H. W. Reimann and Frank G. Coe.

On Dec. 18, 1923, defendant sold plaintiff one car of snapped corn at 60 cents a bushel of 72 pounds track point of shipment, shipper's affidavit weights, Wichita official inspection, to arrive "cool and sweet." There was no question as to the terms of contract.

Defendant applied on this contract a car of snapped corn shipped from Clayton, Kan., on Dec. 15, billed to the order of C. E. Robinson Elevator Co., Clay Center, notify C. E. Robinson Elevator Co. at Salina. This B/L carried the clause "Doors cleated open to allow ventilation by shipper at shipper's risk of loss or damage." This B/L was later exchanged for another B/L dated Salina, Dec. 19, for the same car, billed to order of C. E. Robinson Elevator Co., Milfay, Okla., notify Strong Trading Co., Milfay, Okla., but did not contain the clause regarding the door being cleated open.

This car was loaded at Clayton and defendant furnished a certificate from its own elevator man showing the weight to be 85,240 pounds. Upon unloading the car defendant found a shortage of 6,440 pounds, for which it made a claim against the Rock Island Railroad Company, which was refused by the railroad company, as shown by the original letter from the General Superintendent of Freight Claims who stated: "The contract of shipment entered into at point of origin provides that the doors be cleated open at shipper's risk of loss or damage" makes it impossible for him to admit of liability in connection with the loss in weight.

Defendant produces a number of letters from other shippers and copies of Bs/L showing that it was a more or less established custom to ship snapped corn in cars with the doors cleated open in order to avoid loss on account of the corn heating. This custom is established for the benefit of the shipper, who in this case guaranteed the corn to arrive "cool and sweet," and as no notice of this clause was on the B/L received by the buyer and as no evidence is shown that the buyer had agreed to such a clause, the com'te rules that as this clause was for the benefit of the seller and that plaintiff's claim against the Rock Island Railroad was refused on account of this clause which was part

of the original contract, between the defendant and the railroad, that judgment should be awarded to plaintiff in the full amount of its claim of \$74.63 and the cost of arbitration assessed to the defendant.

## Grain Carriers

**Washington, D. C.**—Increases in class and commodity rates between Iowa and North Dakota have been disapproved by the Interstate Commerce Commission upon the opposition raised by elevator and grain interests.

Grain and grain products were loaded into 42,958 cars during the week ending Feb. 20, a decrease of 724 cars under the week previous but 1,770 cars over the corresponding week last year, reports the American Railway Ass'n.

**Milwaukee, Wis.**—The Board of Directors of the Chamber of Commerce has adopted a resolution opposing the Gooding Bill S-575, to amend the long-and-short haul clause in section 4 of the Interstate Commerce Act.

**Ottawa, Ont.**—At the hearing Feb. 16, 19 before the Dominion Transportation Commission on grain rates to the Pacific Coast the Canadian Pacific argued that Alberta and Saskatchewan had not proved discrimination.

**Boston, Mass.**—The Board of Directors of the Boston Grain & Flour Exchange has voted unqualified support of the Butler Bill now pending in Congress, which would give equal freight rates on export grain from the middle west to North Atlantic ports.

**Fort Worth, Tex.**—Fort Worth grain elevator interests have become interested in the Galveston-New Orleans port differential case and stand unalterably opposed to anything that would interfere with the free flow of grain thru Fort Worth to Texas ports.—P. J. P.

**Grand Forks, N. D.**—An open letter declaring belief in the Interstate Commerce Commission and disapproval of the "Long and Short Haul" bill now pending before Congress, is being addressed to United States senators by traffic men and traffic organizations of various northwestern states.

**Kansas City, Mo.**—W. R. Scott, transportation commissioner of the Kansas City Board of Trade, has been attending some of the hearings before the Interstate Commerce Commission on preferential rates for export grain to Galveston. A hearing on the same case is set for Kansas City on Mar. 16.

**Buffalo, N. Y.**—Buffalo interests have protested the petition of Oswego for a differential of 2 cents per 100 lbs. on ex-lake grain and the I. C. C. has granted an extension of a month to permit time for presentation of matter. Buffalo grain interests will be represented at the hearing in Washington between Mar. 15 and 20.

**Class I railroads** on Feb. 15 had 232,037 surplus freight cars in good repair and immediately available for service, according to the Car Service Division of the American Railway Ass'n. This was a decrease of 8,393 cars under the number reported on Feb. 7. Surplus box cars in good repair totaled 95,450, a decrease of 6,264 during the same period.

**Baltimore, Md.**—Organization of the Joint Differential Rate Com'te to oppose the bill of Senator Butler for the equalization of freight rates from western points to Atlantic Coast ports, resulted from a meeting of representatives in Washington, D. C., on Feb. 24. G. Stewart Henderson, traffic manager of the Baltimore Chamber of Commerce, was named chairman and sec'y.

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**Detroit, Mich.**—The annual spring meeting of the National Industrial Traffic League will be held at the Hotel Statler here Apr. 1 and 22. Reduced fares upon the certificate plan have been granted by passenger ass'ns. The meeting of the Executive Com'te will be held at the same place Apr. 19 and 20. Legislation will be the big point of interest.

**Application of the Maritime Provinces** in connection with the demand for a larger share of the grain carriage thru the ports of St. John and Halifax will be heard by the Canadian Board of Railway Commissioners early in April. A hearing on the Quebec application for a more favorable eastbound grain rate over the National Transcontinental will be held this month.

**Washington, D. C.**—Failure on the part of the Van Sweringens to provide a satisfactory finance plan for the consolidation of Nickel Plate, C. & O., Hocking Valley, Pere Marquette, and Erie railroads led to the Interstate Commerce Commission's denial of permission to complete the merger. The plan was admitted to be in the interests of the public from the standpoint of efficient transportation.

**Washington, D. C.**—Abolition of the Railroad Labor Board is provided in the Watson-Parker bill which has been passed in the House by a vote of 381 to 13. Settlement of railroad labor disputes by direct conference between railroads and employees and mediation and voluntary arbitration is provided. The bill has been favorably reported to the Senate by the Senate Interstate Commerce Com'te and passage is expected shortly.

**Portland, Ore.**—An examiner for the Interstate Commerce Commission decided in favor of the Crown Mills, which was seeking to establish milling in transit privileges north of Centralia, Wash., recently. Adoption of his recommendation by the I. C. C. will permit grain to be shipped from points east of Pasco, Wash., on the N. P. and east of Spokane on the G. N. from Missouri river points, thru Portland and north to Everett, Wash., with the usual transit charge applying as a diversion.

**Representative Brand**, of Georgia, has introduced a bill, reading: "Be it enacted by the Senate and the House of Representatives of the United States of America in Congress assembled, That all laws and parts of laws heretofore enacted by Congress and now of force and effect which infringe upon and impair the rights of the several states of the United States and deprive them, or any one of them, of the right to fix and adjust intrastate freight and passenger rates be, and the same are hereby, repealed.

**Galveston, Tex.**—In the hearing of the New Orleans rate relationship case held here by Examiner E. L. Koch of the Interstate Commerce Commission, grain interests of Southeastern Kansas joined the side of Texas ports to maintain the rate revision ordered by the Interstate Commerce Commission. The advantages which would accrue to the wheat belt of Kansas by the lower rates to the Texas ports were shown by C. B. Rader, sec'y of the Wichita Board of Trade and Ralph Russell, representing the Hutchinson Board of Trade.—W. D. H.

**Minneapolis, Minn.**—The indictment charging the C. M. St. P. & O. railroad with violation of the long and short haul clause of the Transportation Act, was dismissed on trial by Judge T. H. Salmon in the County District Court here. His decision is in line with a previous decision by Judge M. Baldwin, who, deciding in favor of the Northern Pacific in a case involving alleged violation of the Cashman Rate Act, said "the Minnesota Courts are without power to act contrarily to rulings of the United States Supreme Court, which gave the Interstate Commerce Commission authority to fix intrastate freight rates where they conflict with interstate rates."

**Bismarck, N. D.**—Hearing by the North Dakota State Railroad Board of the state grain terminal cases affecting the right of elevators at Grand Forks, Fargo and other cities to clean and mix grain as a transit privilege, which was first brought by the petition of the Grand Forks State Mill & Elevator against all North Dakota railroads, to be considered as a terminal and the demand of Fargo interests that clover seed be granted the same rate as is now applicable on flax and millet seed, was completed early this month.

**Chicago, Ill.**—B. W. Marr, Columbus, O., has been re-elected Chairman of the Board of the Millers National Federation for the term beginning with the annual meeting of the Federation on Apr. 22 and 23 at the Edgewater Beach Hotel, here.—A. B. Husband, sec'y.

## Western Railway's Earnings Inadequate.

After five years of operation the net earnings of American railroads in 1925 reached, for the first time, the aggregate which would have been a fair return on their value five years ago, under that provision of the Transportation Act which declares them entitled to a fair return. In the meantime, however, about four billion dollars of new capital has been invested by the roads since 1920 upon which they have been enjoying no return whatever. How the net earnings of 1925 were accomplished is shown by C. D. Morris, of the Western Railways Com'te on Public Relations, in the following:

The operating revenues of the railroads in 1925 aggregated \$6,186,000,000 which was about \$39,000,000 less than the gross revenues in 1920. Between 1920 and 1925, however, operating expenses were reduced \$1,247,000,000, or a small sum more than total net revenues in the latter year, which were approximately \$1,137,000,000. It is seen, therefore, that the net earnings of 1925 were brought about only by systematic and continuous reductions in operating expenses, made possible by the improvement and enlargement of the transportation machine and by the closest economy. In other words, without the hundreds of millions of new capital which has been invested in the railroads since 1920, no such showing as was made last year, would have been possible.

The Interstate Commerce Commission declares, under the law, that a "fair" return for the railroads is 5 3/4 per cent on the value of property used in transportation service each year and not upon what that value was five years previous. It is perfectly obvious that no business can indefinitely continue to borrow money on capital account without some assurance of reasonable returns thereon. And it is just as obvious that the railroads cannot continue to improve the character of service they furnish the public and depend for their net revenues on reduced operating expenses alone. For five years an heroic effort has been made by the carriers to improve their service and to reduce the cost of producing that service. They have succeeded splendidly, so far, but there is now every reason to believe that aggregate operating expenses cannot be much further reduced. In truth the roads are now facing a demand for a heavy increase in the wages of their employees, which, if granted, will increase their operating costs some hundreds of millions, without adding one penny to their gross revenues.

The question is one in which the public is vitally interested. Western railroads are now asking for a 5 per cent increase in freight revenues for the reason that they are unable to earn a "fair" return under present rate schedules. What will happen should wages be increased may well be imagined.

## Illegal Alfalfa Ban.

The ban on alfalfa hay prohibiting railroads from taking alfalfa into the state of Washington, or transporting the product thru the state from Utah and certain portions of Idaho, Wyoming, Colorado, Oregon and Nevada, where alfalfa weevil is alleged to exist, was declared unconstitutional in the United States Supreme Court, the case being brought by the Oregon-Washington R. & N. Co.

The state of Washington had confiscated considerable alfalfa hay under the order and won every decision up to this last. The railroads have fought bitterly and the decision of the Supreme Court is a long sought relief for everyone concerned, except the state and its autocrats.

A certain Farm Buro in Wisconsin has sold its warehouse for farmers supplies to an independent dealer. It would greatly benefit both the farmers and the grain trade if a great many other Farm Buros would get out of merchandising.

## HESS PNEUMATIC GRAIN DRIERS

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For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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**CHICAGO**



## Engine Back Fires.

By H. C. LEE OF THE MUTUAL FIRE PREVENTION BUREAU.

The back fire occurs only in those types of engines where air and fuel are mixed before entering the combustion chamber. It is the most serious hazard of carburetion type engines. Back firing is the striking back of flame from the cylinder of an engine through the inlet passage and is usually evidenced by a considerable flash of flame from the air intake opening. Various causes of back fires are as follows:

1. Lean mixture, which burns so slowly that the flame continues until the opening of the intake valve, when it ignites the incoming charge in the intake pipe.
2. Valve stem sticking to guide, either retarding the closing of the intake valve or holding it partly open.
3. Weak or broken intake valve springs, permitting slow action of the valve.
4. Leaky valve due to warping, pitting or deposit of carbon on the valve face.
5. Improper timing, a spark occurring in the cylinder during the intake stroke.
6. Sudden change in speed of engine.

There is no known method at present of preventing back fires, although keeping the valves and ignition in proper condition tends to eliminate them. Even after such precautions are taken, back fires can easily occur if the fuel is of a poor grade, or varies in quality, or a lean mixture is taken into the cylinder during period of starting when the operator is trying to regulate the fuel valve to secure the best operating conditions. There has been no automatic device developed as yet which will feed a rich mixture for starting and then regulate the fuel feed for proper running conditions. As long as the human element enters into the consideration there will be back fires. An operator may be using his best judgment in regulating the fuel feed but an occasional back fire will occur. As a rule the operator, being impatient to do other work, does not give the engine sufficient time to warm up before reducing the fuel feed after starting and the resultant lean mixture will cause a series of back fires. The hazard is much greater if gasoline has been poured into the intake pipe for priming as the back fire will ignite this and the ensuing flash will usually set fire to surrounding combustible material.

Most mixing valves or carburetors on stationary engines are constructed so that the air intake opening is directly underneath the fuel cup and piping to it. Small fuel leaks may create explosive mixtures in the vicinity of the air intake and be ignited by a back fire.

The only method of preventing fires from this cause is to prevent the propagation or spread of fire from the back fire itself. This can be done by piping the air intake opening to out of doors or at least to some location 3 feet or more distant from the carburetor where there is no combustible material to support the flame from the back fire. The outdoor extension is preferable. In complying with the above recommendation the following points should be taken into consideration:

1. All connections must be air tight. If the air intake opening is of such construction that a threaded pipe connection cannot be made, short pieces of rubber hose may be used to

connect the carburetor to the piping.

2. It is always desirable to use pipe of larger diameter than the air intake opening on the carburetor, and if the pipe is over three or four feet in length it is necessary to do so, in order not to change the operating characteristics of the engine by increasing the friction on the air entering the carburetor. Engine manufacturers agree that a pipe twice the diameter of the air intake opening will be sufficient in most cases.

3. When piped to out of doors the opening should be at least 1 foot away from any combustible material.

4. Some engines have two air intake openings, one for the exhaust heater and one for cold air. The choking effect of the heater cage around the exhaust pipe tends to lessen the back fire hazard, but the heater should be located at least two feet away from the carburetor and above it.

5. If it is necessary to interfere with the choking device in making this extension, a small butterfly choke valve similar in construction to a stove pipe damper may be placed at some convenient point in the pipe. This will permit the carburetor to be choked and allow easy starting of the engine.

6. In engines where the air intake is piped into the hollow base of the engine, no change is necessary provided that the connecting pipe between the air intake and the hollow base is always kept in place.

7. If priming is necessary in addition to the choking, a small pet cock may be screwed into intake pipe for introducing priming fuel. This priming fuel shall be kept in an approved safety can.

## Hard Roads and the Grain Man's Business.

A preliminary summary of the 1925 farm census for the state of Maine shows a total of 50,033 farms. Of these 131 are located on a concrete or brick road, 1,669 on macadam road, 14,155 on gravel roads, 12,391 on improved dirt roads, 20,835 on unimproved dirt roads and 852 in unreported condition.

Extension of the grain man's territory is noted. Slightly less than one-half the farms, 15,955 to be exact, are on gravel roads or better. These are travelable all the year around for trucks and automobiles as well as horses. Greater speed can be made on them than on the dirt roads and the farmers will travel over them a greater distance to reach their favorite dealers.

## Books Received

**PRACTICAL USES OF ROPE ON THE FARM**, by I. P. Blausner, gives various tips on how to tie the more common knots and hitches and how to make long and short splices. The best methods in caring for rope to prevent deterioration are described. Profusely illustrated to be easily understood. Circular No. 301, University of Illinois, Agricultural College and Experiment Station, Urbana, Ill.

This condition works to increase the grain man's business if he uses keen business judgment and up-to-the-minute methods.

An indication of the progressiveness of the present day farmer is 3,493 of these farms reporting radio outfits on Jan. 1, 1925. The condition varies widely according to the prosperity of the various sections of the country. But the fact is shown that farmers are buying radios and using them to good advantage as they are demanding improved roads and using trucks.

## Insurance Notes.

**Lightning rods** cost little compared to the protection and lowered insurance premium they assure. Almost any plant is worth installing them.

An insurance company is liable for fire regardless of whether or not property insured is being occupied, according to the decision awarded the plaintiff in *S. V. Boher vs. Adams County Farmers Mutual Fire & Lightning Insurance Co.* The insurance company contended Boher was not living in the insured property at the time the fire and protested payment. The court decided Boher had a right to collect.

The 50th anniversary of the Millers National Insurance Co. has been taken as a good occasion to publish the history of the company since its organization in a very handsome illustrated souvenir book compiled by M. A. Reynolds. A perusal of this interesting volume is more than a history of the Millers National. It is the story of the development of mutual insurance in the grain and milling industry, and shows how the principle of establishing a reserve fund gave the necessary stability, and how the carrying of risks on both mutual and non-mutual plans added to the volume of insurance in force and reduced the cost to mutual policyholders.

## Inert Gas to Prevent Explosions.

The use of flue gas to prevent explosions in mills grinding rubber proved so successful that this practice has now been adopted in rubber factories.

Recent tests have been made by the U. S. Department of Agriculture on the application of flue gas to feed grinding mills. A regular grinding unit for oat hulls was installed at Arlington, Va., a pipe line from the power house bringing in the gas from the boiler flues.

Dust explosions can occur only when sufficient oxygen is present and other conditions are favorable. Under normal conditions the atmosphere contains approximately 21 per cent oxygen. Tests have been shown that explosions can not occur in an atmosphere containing less than 13 per cent oxygen. By the introduction of flue gas, or carbon dioxide, sufficient quantity explosions will be prevented.

Numerous other gases could be used to create conditions unfavorable for explosion but flue gas has the advantage of being economical and continuously available. The only cost for the use of gas from the boiler flues would be for installing a pipe line.

In the experimental mill the efficiency of the inert gas method is easily demonstrated. Continuous means of ignition is maintained the use of an electric arc. When the gas cut off sufficiently to permit the oxygen content of the air to increase, small explosions result. A vent opening to the outside of the building prevents damage to the mill.

Although this mill is equipped for grinding oat hulls for stock feed, the principles involved in preventing explosions by means of inert gas are applicable to mills that grind many other materials. The department is anxious that mill owners, operators, and others interested in dust-explosion prevention visit the experimental mill and observe some of the tests, both with and without the inert gas present in the system.

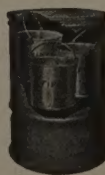
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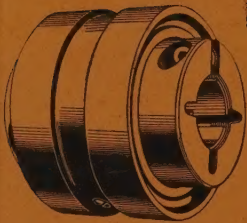
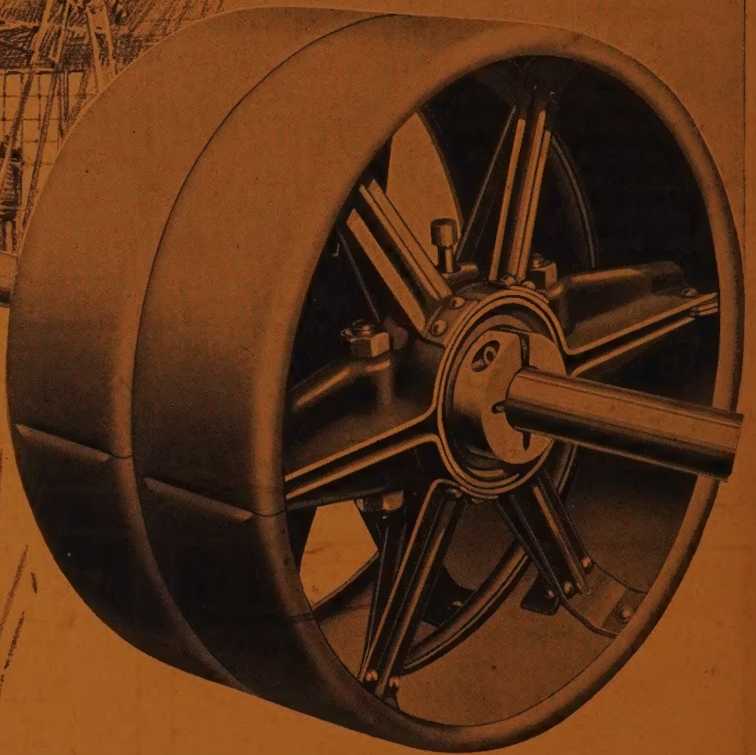
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